Entrepreneurial Attitude Training.d

1. Entrepreneurial Opportunities are defined as:
2. When entrepreneurs make do by applying combinations of the resources at hand to new problems and opportunities, this is known as:
3. On the education background, entrepreneurs:
4. The moral support network is different from the professional support network in that:
5. … refers to the probability, and magnitude, of downside loss.
6. Imitation strategies:
7. Franchising:
8. Which of the following is not a leadership characteristic of a corporate entrepreneur according to the text?
9. Which of the following statements is not true of the loss orientation approach to negative emotions?
10. When establishing corporate entrepreneurship in an organization rewards should:
11. Which of the following statements is true?
12. Focus groups use which of the following methods?
13. In this method, instead of generating new ideas themselves, consumers are provided with a list of problems in a general product category:
14. Reverse brainstorming is much like brainstorming except that:
15. All of the following statements concerning opportunity assessment plans are correct except:
16. … is the process of an entrepreneur conducting business activities across national borders:
17. What term describes the practice of paying for goods indirectly through another source?

18 Motivations for going global, discussed in the text, include all the following except?

19 Which of the following statements concerning patents is not true?

20 Which government office is responsible for the federal registration of trademarks?

21 When determining how much help is needed to write the business plan an entrepreneur should conduct a self-assessment. In this self-assessment which skill set would not be considered?

22 A written document describing all relevant internal and external elements and strategies for starting a new venture, best describes:

23 All of the following are questions that should be considered in the environmental and industry analysis section of the business plan except:

24 An assessment of external uncontrollable variables that may impact the business plan is known as:

25 If the new venture is a manufacturing operation a(n) ... in the business plan is necessary.

26 If the new venture is not a manufacturing operation, but a retail store or service, a new section of the business plan is required, which is called the:

27 Which stage of marketing research is considered to be the most difficult for an entrepreneur due to lack of knowledge or experience in marketing?

28 A focus group should consist of:

29 ... is the process of gathering information in order to determine who will buy the product and what is the most appropriate distribution channel.

30 In a limited liability partnership (LLP) death or withdrawal of a partner:

31 Sole proprietorships:

32 In an S corporation, the transfer of interest can occur:

33 Bonds can be used to raise capital in which form of ownership?

34 A company has a formal structure and an informal structure which evolves over time. This informal structure is a company's.

35 The … is a special type of corporation where profits are distributed to stockholders and taxed as personal income:

36 In a limited liability company:

37 The difference between a board of directors and a board of advisors is that:

38 As the business grows:

39 Using the … method of projecting cash flow, adjustments are made to net income based on the fact that cash may not actually be received or disbursed:

40 Typically, debt financing requires:

41 Which of the following is not an example of internal financing?

42 When using equity financing from family and friends::

43 All of the following are characteristics of small businesses EXCEPT:

44 In a factoring arrangement, the factor:

45 When the bank advances a large percentage of the invoice price of goods and is paid on a pro-rata basis when inventory is sold this is called:

46 Which of the following is not a form of cash flow financing?

47 Which of the following is not one of the five Cs of lending?

48 Venture capital firms prefer to invest in:

49 Which of the following would not typically be part of a private venture capital fund?

50 The securities of certain smaller companies going public must also be qualified under the … of each state where the securities will be offered:

51 The waiting period is the time between:

52 The penetration growth strategy:

53 Growth of the venture:

54 Creating a positive organization culture involves.

55 Conducting a(n) … on cash flow involves assigning a + or − probability to the estimated value:

56 The computerized system developed by the grocery and pharmaceutical industry to link chain members is:

57 Joint ventures are sometimes called:

58 Which of the following would be an advantage of an acquisition?

59 Which of the following would be a quantitative way to ascertain the fairness of an LBO's asking price?

60 The most common method of harvesting a venture is through:

61 A two- to three-year plan to sell a business to employees is:

62 According to the Small Business Administration, the failure rate of new businesses within the first few years is:

63 Chapter 11 is the type of bankruptcy that results in:

64 Which methods of bankruptcy require the entrepreneur to come up with a payment plan?

65 Suggestions for surviving bankruptcy include all of the following except:

66 The early signs of bankruptcy are most often:

67 Stress points are a result of all of the following except:

68 The most severe form of bankruptcy is:

69 Management buyouts usually involve a … of the venture for some predetermined price:

70 Before beginning any social media strategy, it is necessary to identify the:

71 All efforts to develop an effective social media plan start with:

72 Which of the following statements is not true of a social media plan?

73 Funds obtained from … are the least expensive in terms of cost and control.

74 The most likely problem encountered by innovative entrepreneurs in raising finance is:

75 … crowdfunding sites allow individuals to invest in private companies for a percentage share of the company:

76 Which is these are characteristics of an entrepreneur:

77 Which form of promotion is too expensive for most entrepreneurs to use?

78 Which of the following is a pitfall of social media?

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