Personal Image of an Entrepreneur.d

1. Entrepreneurs are best characterized as:
2. Entrepreneurs will always be
3. Entrepreneurs and gazelles have been credited with making disproportionate contributions to all but which of the following?
4. Which of the following statements best describes a “gazelle?”
5. ____________ is the economic basis for all entrepreneurial activity.
6. The entrepreneur is one who………….
7. Entrepreneurial traits include which of the following?
8. Which of the following concepts is entrepreneurship considered synonymous with?
9. Which is a true statement about entrepreneurs?
10. Most entrepreneurs should be categorized as
11. Every person has the _____ and _____ to pursue a career as an entrepreneur
12. Entrepreneurs
13. Characteristics often attributed to the entrepreneur include:
14. One could correlate _____ with a high energy level.
15. Team building
16. One factor not found in high achievers is
17. Which of the following is not a common characteristic of entrepreneurs?
18. When entrepreneurs believe that their accomplishments and setbacks are within their own control and influence, they are exhibiting

19 What characteristic(s) that propel entrepreneurs into success can be exhibited to the “extreme”?

20 In starting or buying a new business, the higher the rewards, the

21 Which of the following questions concerning innovation is not relevant?

22 Which of the following are keys to understanding opportunity and its development for entrepreneurs?

23 Entrepreneurs sense potential in business problems by asking

24 The two most important aspects of creativity are

25 One way to develop a creative mind is to

26 Which of the following can help entrepreneurs carry out the evaluation and implementation stage?

27 What are the four types of innovation?

28 If an entrepreneur concludes that an innovation will withstand any legal challenge, a patent should be

29 Legal protection is granted to computer programs in what form?

30 A trademark is a distinctive _____ that is identified with a company’s product.

31 Three specific phases that a new venture goes through are

32 Which of the following as a factor contributing to new-venture failure?

33 Independence and autonomy are the major driving forces behind which of the following types of ventures?

34 Many entrepreneurs lack _____ for their new venture.

35 When a customer sees a product that is superior to its competitors, ______ becomes less important.

36 Poor financial understanding is characterized by which of the following?

37 A new venture should be

38 Many entrepreneurs lack

39 Sales growth is a critical factor in the

40 Venture classifications include which of the following types of venture?

41 When one designs a unique good or service, the individual is said to have used a(n) ____approach to starting the business.

42 When one discusses upside gain and downside loss, one is talking about

43 The person who sells the franchise is usually required to do all of the following except:

44 A ____ is a system of distribution that enables a supplier to arrange for a dealer to handle a specific product or service under certain mutually agreed upon conditions.

45 Which of the following is an intangible asset?

46 An agreement not to compete is also known as

47 Starting a business by adapting something already on the market is called __________.

48 Coming up with a unique good or service is a _____ approach, while adapting something that is currently on the market or extending the offering to an area where it is not presently available is a(n) _____ approach.

49 When this asset is purchased, the buyer should be sure to deduct those that they are deemed uncollectible.

50 The _____ approach indicates the importance of people’s awareness of their daily lives for developing new business ideas.

51 At start-up time, forms of financing include all but which of the following?

52 When starting a business, which of the following sources of financing are least likely to be used?

53 When starting a business, which of the following sources of financing are most likely to be used?

54 Which of the following would be most commonly used for medium-term financing?

55 Which of the following would be most commonly used for long-term financing?

56 When accounts receivable are bought from a company for capital funding it is called

57 A disadvantage of debt financing is

58 Short-term debt is

59 Equity capital is

60 Equity capital is often raised through:

61 Emerging ventures that are rapidly expanding with constantly increasing personnel size and market operations will need

62 Formation of long-range plans for effective management in light of a venture’s strengths and weaknesses is referred to as

63 A “SWOT” analysis refers to

64 Analysis of a firm’s external and internal environments provides the firm with the information to develop

65 A reason for lack of strategic planning has been found to be

66 Which of the following is not a reason for the lack of planning in new ventures?

67 The entrepreneurial strategy matrix measures:

68 In the entrepreneurial strategy matrix, the probability of a major financial loss is categorized as

69 In the strategy matrix model, innovation is defined as

70 Unique managerial concerns of growing ventures encompass all of the following except:

71 On what occasion is a business valuation not usually essential?

72 Specific factors of a venture being offered for sale that should be examined include

73 Potential earning power, which determines the true value of the firm, is best calculated using

74 Emotional bias is likely to have what effect on a seller’s valuation of a business?

75 __________ refers to conducting a thorough analysis of every facet of an existing business.

76 Which of the following is not a shortcoming that many closely held ventures possess?

77 If cash flow is deemed the most important consideration in buying a business, which valuation method is likely to be used?

78 Return on investment

79 Price/earnings ratio is a method of valuation that is

80 What does a post-money valuation include that a pre-money valuation does not?