

## ENTREPRENEURSHIP STUDIES

### MOCKEXAMINATION

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#### Multiple choice Questions

1. Mill (1984) suggested that risk taking is a key factor in distinguishing entrepreneurs from managers.

True OR False

2. Many studies have included risk taking as a major entrepreneurial characteristic. Mitton (1989) confirmed that entrepreneurs eagerly undertake the unknown and uncertain circumstances, thus the entrepreneurial inclined individuals are expected to display more tolerance of ambiguity than others.

TRUE OR FALSE

3. According to Mitton (1989), Innovativeness is NOT the focal point of entrepreneurship and an essential entrepreneur character

TRUE OR FALSE

4. Studies also found that personality traits such as locus of control and ambiguity tolerance DO NOT influence the business success directly and the business process indirectly .

TRUE OR FALSE

5. Although studies on personality traits have played an important role in contributing to the success of entrepreneurs worldwide, nevertheless, personality traits have been criticized both on theoretical and empirical ground in the studies of entrepreneurship.

TRUE OR FALSE

6. Recently, Lussiers and Pfeifer (2001) empirically found that in addition to competencies and personality traits, human capital of individual entrepreneurs play a role in contributing to the success of entrepreneurs.

TRUE OR FALSE

7. According to theorists, Adizes (1979), and Greiner (1972), organizations progress through consistent, predictable phases of development known as life-cycle stages. In the start-up stage, the company is concerned with inventing the product or services, establishing a market niche, attracting new customers, and manufacturing and marketing of the products

TRUE OR FALSE

8. In the growth stage, the entrepreneur is forced to focus on the long-term stability while maintaining the innovative and entrepreneurial spirit that made it successful in the first place.

TRUE OR FALSE

9. The entrepreneurial leader champions the vision of the company and inspires others such as investors, venture capitalists, bankers, customers and employees to support the vision.

TRUE OR FALSE

10. However, at some point in time, the company will continue to grow and the founder must focus and emphasize on different areas of competencies and talents in order to lead the company to long-term business success.

TRUE OR FALSE

11. Many studies found that majority of the business failure were due to the lack of management skills or competencies

TRUE OR FALSE

12. Bruerderl and Preisendoerfer (1998) found in their research that social network support is related to both, survival and growth of newly founded companies.

TRUE OR FALSE

13. Governments in developing countries play a role in promoting and supporting companies by providing incentives and infrastructure.

TRUE OR FALSE

14. Most Entrepreneurship theorists agree that Entrepreneurship requires some element of risk

TRUE OR FALSE

15. Entrepreneurship opportunities can be created and discovered.

TRUE OR FALSE

## **PART B ENTREPRENEURSHIP STUDIES**

Essay Questions Choose two questions from the following questions.

1. How do markets and get created? What do institutional entrepreneurs do?
2. What is a business model, and why is it important? What is the role of design in entrepreneurship?
3. What are the dynamics of the entrepreneurship process?
4. What are the sources of entrepreneurship? Are opportunities discovered or created?
5. What is entrepreneurship? Who is (not) an entrepreneur? What is the role of the entrepreneur? What questions define the field?
6. DBA student must ( Discuss the tenets of two schools of thought on entrepreneurship)