



Test 1 Entrepreneurship Management

Question No: 1

Which of the following shows the process of creating something new?

- a) Business model
- b) Modeling
- c) Creative flexibility
- d) Innovation

Question No: 2

Which one of the following gives suggestions for new product and also help to market new products?

- a) Existing products and services
- b) Federal government
- c) Distribution Channels
- d) Consumers



Question No: 3

Which of the following is used by entrepreneurs to acquire experience in an international market before making a major commitment?

- a) Merger
- b) Minority Interest
- c) Joint venture
- d) Majority interest

Question No:4

GATT is established in 1947, under:

- a) German leadership
- b) U.S. leadership
- c) French leadership
- d) U.K. leadership

Question No: 5

The entrepreneur was distinguished from capital provider in:

- a) Middle ages



- b) 17th century
- c) 18th century
- d) 19th and 20th century

Question No: 6

A person who managed large project was termed as the entrepreneur in the _____.

- a) Earliest period
- b) Middle ages
- c) 17th century
- d) 19th and 20th century

Question No: 7

What is the process by which individuals pursue opportunities without regard to resources they currently control?

- a) Startup management
- b) Entrepreneurship
- c) Financial analysis
- d) Feasibility planning



Question No: 8

Having less than 50 percent of equity share in an international venture is called:

- a) Joint Venture
- b) Majority interest
- c) Minority interest
- d) Exporting

Question No: 9

Having more than 50% ownership position that provides the entrepreneur with managerial control is called:

- a) Joint venture
- b) Majority interest
- c) Horizontal merger
- d) Diversified activity merger

Question No: 10 –



Which one of the following is the process of entrepreneurs developing new products that over time make current products obsolete?

- a) New business model
- b) Anatomization
- c) None of the given options
- d) Creative destruction

Question No: 11

Which of the following factors is the most important in forcing U.S companies to focus on new product development and increased productivity?

- a) Entrepreneurship
- b) Hyper competition
- c) Governmental laws
- d) Organizational culture

Question No: 12

Which of the following is alternatively called corporate venturing?

- a) Entrepreneurship
- b) Intrapreneurship
- c) Act of stating a new venture
- d) Offering new products by an existing company

Question No: 13

Individuals influencing an entrepreneur's career choice and style are known as which of the following?

- a) Moral-support network
- b) Role model
- c) Professional support network
- d) Support system

Question No: 14

The activity which occurs when the new venture is started is called:

- a) Motivation
- b) Business skills



c) Departure point

d) Goal orientation

Question No: 15

The level at which an individual is viewed by society is called:

a) Financial status

b) Qualification

c) Social status

d) Achievement

Question No: 16

Which one of the following is an important source of idea generation due to their familiarity with the needs of market?

a) Existing products and services

b) Distribution channels

c) Federal government

d) Consumers



Question No: 17

Members of distribution channels are excellent sources for new ideas because:

a) They earn a handsome profit from new business

b) They are familiar with the needs of the market

c) They do not bother if entrepreneur bears a loss

d) They have well-developed sales force

Question No: 18

Which one of the following is the most important characteristic of a successful business website?

a) Innovation

b) Speed

c) Graphics

d) Products

Question No: 19

Which one of the following is the next stage to the Concept Stage of Product Planning and



Development Process?

- a) Idea Stage
- b) Product Planning Stage
- c) Product Development Stage
- d) Test Marketing Stage

Question No: 20

SBA stands for:

- a) Small business accountants
- b) Small business administration
- c) Small business adequacy
- d) Small business advisors

Question No: 21

Why should an entrepreneur do a feasibility study for starting a new venture

- a) To identify possible sources of funds
- b) To see if there are possible barriers to success
- c) To estimate the expected sales
- d) To explore potential customers

Question No: 22

Information regarding all of the following is related to operations, EXCEPT:

- a) Location
- b) Promotion
- c) Raw materials
- d) Labor skills

Question No:23

A performance and credit rating scheme has been launched by the MSME Ministry to assess creditworthiness and capabilities of industries in the sector. What is it called?

- (a) Performance and Credit Rating Scheme
- (b) Zero Defect Zero Effect Certification
- (c) Performance and Economy Rating Scheme
- (d) None of the above



Question No: 24

A Micro Enterprise is an enterprise where investment in plant and machinery does not exceed (According to MSMED Act, 2006):

- (a) Rs. 15 Lakh
- (b) Rs. 20 Lakh
- (c) Rs. 25 Lakh
- (d) Rs. 30 Lakh

Question No: 25

EDP (Entrepreneurship Development Programmes) is required to help:

- (a) Existing entrepreneurs
- (b) First generation entrepreneurs
- (c) Future generations entrepreneurs
- (d) None of the above

Question No: 26

A corporate manager who starts a new initiative for their company which entails setting up a new distinct business unit and board of directors can be regarded as?

- (a) Ecopreneur
- (b) Technopreneur
- (c) Intrapreneur
- (d) Social Entrepreneur

Question No: 27

A women entrepreneur is supposed to have a minimum financial interest in share capital of entrepreneur's enterprise:

- (a) 35 per cent
- (b) 51 per cent
- (c) 25 per cent
- (d) None of the above

Question No: 28

Family business always interested to handover the change of his business to:

- (a) Indian Administration Officers



- (b) Professional Managers
- (c) Next generation
- (d) None of the above

Question No: 29

A corporate manager who starts a new initiative for their company which entails setting up a new distinct business unit and board of directors can be regarded as?

- (a) Ecopreneur
- (b) Technopreneur
- (c) Intrapreneur
- (d) Social Entrepreneur

Question No: 30

Venture capital is concerned with:

- (a) New project having potential for higher profit
- (b) New project of high technology
- (c) New project having high risk
- (d) All the above.



Answer Key: 1(d), 2(c), 3(b), 4(b), 5(c), 7(b), 8(c), 9(b), 10(d), 11(b), 12(b), 13(b), 14(c), 15(c), 16(b), 17(b), 18(b), 19(c), 20(b), 21(b), 22(c), 23(a), 24(c), 25(b), 26(c), 27(c), 28(c), 29(c), 30(a)

Test 2 Entrepreneurship Management

1. Which one of the following theory has the attribute of moderate risk taking as a function of skill, not chance?

- A. Need for independence
- B. Need for achievement
- C. Need for affiliation
- D. Need for authority

View answer

Correct answer: (B)

Need for achievement

2. Foundation companies are formed from:

- A. Fashion
- B. Research and development
- C. Most popular business
- D. winding up company

View answer

Correct answer: (B)

Research and development

3. All of the following are the broad categories of External forces EXCEPT:

- A. Economic forces
- B. S Socioeconomic forces
- C. Technological forces
- D. Competitive forces

View answer

Correct answer: (B)

S Socioeconomic forces

4. A _____ is a professional money manager who makes risk investment from a pool of equity capital to obtain a high rate of return on investments.

- A. venture capitalist
- B. entrepreneur
- C. businessman
- D. buyer



View answer

Correct answer: (A)

venture capitalist

5. Members of distribution channels are excellent sources for new ideas because:

- A. They are familiar with the needs of the market
- B. They earn a handsome profit from new business
- C. They do not bother if entrepreneur bears a loss
- D. They have well-developed sales force

View answer

6. Which of the following geographical area is having least interest to U.S. entrepreneurs?

- A. Europe
- B. The Far East
- C. Central Asia
- D. Transition economies

View answer

Correct answer: (C)

Central Asia

7. Andrew Carnegie is an example of entrepreneur of which century:

- A. Earliest period
- B. 19th and 20th century
- C. Middle ages
- D. 17th century

View answer

Correct answer: (B)

19th and 20th century

8. The activity which occurs when the new venture is started are called:

- A. Business skills
- B. Motivation
- C. Departure point
- D. Goal orientation

View answer



Correct answer: (C)

Departure point

9. The business plan should be prepared by:

- A. Entrepreneurs
- B. Consultants
- C. Engineers
- D. Small business administration services

View answer

Correct answer: (A)

Entrepreneurs

10. What is the primary concern of founders who trade equity for capital for their growing venture?

- A. Capitalization
- B. Control
- C. Valuation
- D. Investor capabilities

View answer

Correct answer: (A)

Capitalization

11. The importance of intellectual property should be understood by entrepreneur even before:

- A. Hiring a manager
- B. Engaging an attorney
- C. Developing a product
- D. Establishing new venture

View answer

Correct answer: (B)

Engaging an attorney

12. A patent is granted for a specified amount of time because of the assumption:

- A. That during this time firm will cover its development costs
- B. That firm will earn a sufficient profit during this period
- C. To limit the monopoly of the firm



D. That it will stimulate idea and development of a better product

View answer

Correct answer: (D)

That it will stimulate idea and development of a better product

13. External forces directly affect all of the following EXCEPT:

- A. Market segmentation strategies
- B. Types of products/services offered
- C. Management structure of organization
- D. Choice of businesses to acquire or sell

View answer

Correct answer: (C)

Management structure of organization

14. Which of the following is alternatively called corporate venturing?

- A. Intrapreneurship
- B. Entrepreneurship
- C. Act of stating a new venture
- D. Offering new products by an existing company

View answer

Correct answer: (A)

Intrapreneurship

15. Following are the types of non equity arrangements EXCEPT:

- A. Licensing
- B. T turnkey project
- C. Direct export
- D. Management contracts

View answer

Correct answer: (C)

Direct export

16. Government can help in forming new venture by providing:

- A. finance
- B. technology
- C. infrastructure



D. funds

View answer

Correct answer: (C)
infrastructure

17. The longest lasting trade agreement with the objective of liberalizing trade by eliminating or reducing tariffs, subsidies and quotas is:

- A. Free trade area - FTA
- B. European community - EC
- C. General agreement on tariffs and trade - GATT
- D. The North American free trade agreement - NAFTA

View answer

Correct answer: (C)

General agreement on tariffs and trade - GATT

18. Entrepreneurial success has been significant because of the culture and the political and economic systems in _____.

- A. Asian countries
- B. European countries
- C. Transition economies
- D. Middle East

View answer

Correct answer: (A)

Asian countries

19. The transitional disturbance and lack of reform has led to boom black market in:

- A. China
- B. Hungary
- C. Singapore
- D. Poland

View answer

Correct answer: (D)

Poland

20. Which of the following factors has allowed small companies to act like they are big ones?



- A. Customers
- B. Competition
- C. Economic development
- D. Technology

View answer

Correct answer: (D)

Technology

21. Gazelles are the firms with:

- A. High growth rate
- B. M moderate growth rate
- C. Zero% growth rate
- D. Low growth r

View answer

Correct answer: (A)

High growth rate



22. Professional support network includes following EXCEPT:

- A. Personal affiliations
- B. Mentor
- C. Friends
- D. Trade associations

View answer

Correct answer: (C)

Friends

23. The period in which the money person entered into a contract with the go-between to sell his goods is known as

- A. Middle ages
- B. 18th century
- C. 17th century
- D. Earliest period

View answer

Correct answer: (D)

Earliest period



24. Which one of the Following is not the way by which an entrepreneur can enter into international business?

- A. Export
- B. Non equity arrangements
- C. Direct foreign investment
- D. Communication

View answer

Correct answer: (D)

Communication

25. _____ viewed the entrepreneur as a risk taker who "buy(s) at an uncertain price, therefore operating at a risk".

- A. Eli Whitney
- B. Edward hariman
- C. Richard cantillon
- D. Thomas Edison

View answer

Correct answer: (C)

Richard cantillon

26. Female entrepreneurs differ from male entrepreneurs in terms of all of the following EXCEPT:

- A. Motivation
- B. business skills
- C. Departure point
- D. Goal orientation

View answer

Correct answer: (D)

Goal orientation

27. An entrepreneur into the hosiery business found out the reason his hosiery was not selling was due to its color. What could be the best source of this information?

- A. Supplier
- B. Retailer
- C. Competition
- D. Government bureau



View answer

Correct answer: (B)

Retailer

28. Which of the following factors does not affect a person for being an entrepreneur?

- A. Gender
- B. Education
- C. Family background
- D. values

View answer

Correct answer: (C)

Family background

29. Which of the following factors does not affect a person for being an entrepreneur?

- A. Work history
- B. Nationality
- C. Education
- D. Personal values

View answer

Correct answer: (B)

Nationality

30. The former USSR received technology and syrup from Pepsi and provided it with Soviet vodka and rights to distribute it in the US. This is an example of:

- A. Economic development
- B. Balance of payment
- C. Barter system
- D. International trade

View answer

Correct answer: (C)

Barter system