

CHAPTER 2

Your Potential As an Entrepreneur

A . Match each definition in the left column with the correct term from the right column. Write the letter of the term in the space provided.

- | | |
|--|------------------------|
| _____ 1. math, communication, and decision-making skills that entrepreneurs use to set up and run a business | a. profile |
| _____ 2. a company that is organized for commercial purposes | b. Internet |
| _____ 3. a set of characteristics that identify a type or a category of person | c. foundational skills |
| _____ 4. the amount of money one puts into a business as capital | d. competition |
| _____ 5. a large computer network that links smaller computer networks worldwide | e. capital |
| _____ 6. the buildings, equipment, tools, and other goods needed to produce a product | f. enterprise |
| _____ 7. businesses striving for the same customer or market. | g. role models |
| _____ 8. people whose attitudes and achievements others try to emulate | h. investment |

B. In the space at the left, write the letter of the choice that best completes the statement or answers the question.

- _____ 9. A successful entrepreneur is willing to work until a job is done. Which of these terms describe this characteristic?
- | | |
|-------------------|---------------|
| a. self-confident | c. persistent |
| b. enthusiastic | d. restless |
- _____ 10. Entrepreneurs must understand how the economy works. What skill does this describe?
- | | |
|---------------------------|---------------------|
| a. basic business skills | c. technical skills |
| b. decision-making skills | d. math skills |
- _____ 11. The success or failure of an entrepreneurial venture rests entirely on the
- | | |
|--------------|-----------|
| a. customer. | c. owner. |
| b. investor. | |
- _____ 12. Being an entrepreneur involves risks as well as rewards. Which of the following is a risk of being an entrepreneur?
- | | |
|--------------------|---------------------|
| a. decision-making | c. creativity |
| b. flexibility | d. uncertain income |

- _____ 13. Entrepreneurs want to know as much as possible about anything that might affect their ventures. Which of these terms describe this characteristic?
- | | |
|----------------|----------------|
| a. creative | c. persistent |
| b. inquisitive | d. responsible |
- _____ 14. Business ownership carries with it a certain amount of
- | | |
|--------------|--------------|
| a. services. | c. habits. |
| b. feedback. | d. prestige. |
- _____ 15. Entrepreneurs want to set their own agendas and schedules. Which word best describes this characteristic?
- | | |
|------------------|--------------------|
| a. goal-oriented | c. enthusiastic |
| b. independent | d. action-oriented |
- _____ 16. Which of the following is a contribution that a business owner makes to the community?
- | | |
|--------------------------|-------------------|
| a. personal satisfaction | c. generates jobs |
| b. service | d. competitions |

C. In the space provided, write the word (or words) from the list that will best complete each statement.

boss	human relation	traits and qualities	investment
equilibrium	home-based	free enterprise system	inelastic

17. There are distinctive _____ needed to set up a successful owner-operated business.
18. Being the _____ is a benefit that most entrepreneurs put at the top of their lists.
19. Research about entrepreneurs reveals a wide span of ages, _____, and personal histories.
20. Many new businesses start with an activity that an entrepreneur _____.
21. Entrepreneurs use _____ skills to get along with others.
22. Research shows that everyone has the _____ to become an entrepreneur.
23. The biggest risk of being in business for oneself is the possibility of losing one's _____.
24. A valuable research tool for many entrepreneurs is the _____.

D. On a separate sheet of paper, write a 100-word paragraph that answers the following question.

25. Define characteristics and briefly describe the 12 general characteristics needed by entrepreneurs.

Score (number correct x 4 points) = _____