

Chapter 2: Practicing Entrepreneurship

Test Bank

Multiple Choice

1. The older view to approaching entrepreneurship as a linear process (i.e. the steps are followed and the outcomes can be expected) is known as:

- a. predictive logic
- b. the expected approach
- c. creation logic
- d. the organic approach

Ans: A

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Comprehension

Answer Location: Two Main Perspectives on Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

2. Entrepreneurs who determine their goals based on the resources they have are using _____.

- a. predictive logic
- b. the expected approach
- c. creation logic
- d. the organic approach

Ans: C

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Allocation

Answer Location: Two Main Perspectives on Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

3. Planning for the catering at an event by sending out invitations and asking for RSVPs by a certain date is an example of _____.

- a. predictive logic
- b. the expected approach
- c. creation logic
- d. the organic approach

Ans: A

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Application

Answer Location: Two Main Perspectives on Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

4. Friends show up unexpectedly to your house and are hungry. You go through your kitchen cupboards to see what ingredients you can throw together to prepare a satisfactory meal. This is an example of:

- a. predictive logic
- b. the expected approach
- c. creation logic
- d. the organic approach

Ans: C

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Analysis

Answer Location: Two Main Perspectives on Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

5. What is the dominant logic of large, established organizations?

- a. prediction
- b. creation
- c. experimentation
- d. creativity

Ans: A

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Analysis

Answer Location: Two Main Perspectives on Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

6. The idea that the future is unpredictable yet controllable and entrepreneurs can “effect” the future is called:

- a. the theory of predictability
- b. the theory of controllability
- c. the theory of causation
- d. the theory of effectuation

Ans: D

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Analysis

Answer Location: Prediction and Creation in Action

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

7. According to the text, what is/are the main obstacle(s) that prevents many novice entrepreneurs from employing the prediction approach to large endeavors, such as opening a new restaurant?

- a. unreliability of findings
- b. expense and time-commitment
- c. lack of initiative
- d. fear of failing

Ans: B

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Analysis

Answer Location: Prediction and Creation in Action

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

8. What skill frees the imagination, opens up the mind to a wealth of opportunities and possibilities, and helps foster innovation?

- a. skill of creativity
- b. skill of reflection
- c. skill of experimentation
- d. skill of play

Ans: D

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Play

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

9. What skill is best described as acting in order to learn—trying something, learning from the attempt and building that learning into the next iteration?

- a. skill of creativity
- b. skill of reflection
- c. skill of experimentation
- d. skill of play

Ans: C

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Experimentation

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

10. What skill best describes developing the ability to understand the emotion, circumstances, intentions, thoughts, and needs of others?

- a. skill of play
- b. skill of reflection
- c. skill of creativity
- d. skill of empathy

Ans: D

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Empathy

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

11. What skill requires a general openness to the world and relates to unleashing our creative ability to create and find opportunities and solve problems?

- a. skill of play
- b. skill of reflection
- c. skill of creativity
- d. skill of empathy

Ans: C

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Creativity

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

12. What skill helps make sense of all of the other actions required of play, empathy, creativity and experimentation?

- a. skill of consideration
- b. skill of reflection
- c. skill of expression
- d. skill of deliberation

Ans: B

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Reflection

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

13. Alternative reality games and learning simulations are related to which skill?

- a. skill of creativity
- b. skill of reflection

- c. skill of experimentation
- d. skill of play

Ans: D

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Play

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

14. The act of taking a prototype directly to potential customers in order to acquire feedback is a hallmark of which skill?

- a. skill of creativity
- b. skill of reflection
- c. skill of experimentation
- d. skill of play

Ans: C

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Experimentation

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

15. After conducting market research, Olivia is still uncertain how to price her honey jars. She decides to bring samples to local farmer's markets and sell them at different price points. What skill is Jess practicing in this scenario?

- a. skill of creativity
- b. skill of reflection
- c. skill of experimentation
- d. skill of play

Ans: C

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Experimentation

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

16. After making a presentation, you reflect by describing what happened by considering what took place, what was said, and who was involved. What type of reflection does this describe?

- a. perceptive reflection
- b. analytical reflection
- c. evaluative reflection
- d. narrative reflection

Ans: D

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Reflection

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

17. After making a presentation, you reflect by focusing on how you felt during the presentation and how you managed those feelings. What type of reflection does this describe?

- a. perceptive reflection
- b. analytical reflection
- c. emotional reflection
- d. critical reflection

Ans: C

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Reflection

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

18. After making a presentation, you reflect by focusing on your own perceptions and reactions as well as the perceptions and reactions of others. What type of reflection does this describe?

- a. perceptive reflection
- b. analytical reflection
- c. evaluative reflection
- d. narrative reflection

Ans: A

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Reflection

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

19. After making a presentation, you reflect by thinking about the skills and knowledge you gained from the experience and if anything you have learned relates to anything you have heard about before. What type of reflection does this describe?

- a. perceptive reflection
- b. analytical reflection
- c. evaluative reflection
- d. narrative reflection

Ans: B

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Reflection

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

20. After making a presentation, you reflect by focusing on what went well and what didn't go as well, and if the experience was useful or helpful. What type of reflection does this describe?

- a. emotional reflection
- b. analytical reflection
- c. evaluative reflection
- d. critical reflection

Ans: C

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Reflection

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

21. After making a presentation, you reflect by considering the part you played in the presentation, your approach, what else you might have done, what you have learned about the experience, what questions you have, and what you need to consider as a result. What type of reflection does this describe?

- a. emotional reflection
- b. analytical reflection
- c. evaluative reflection
- d. critical reflection

Ans: D

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Reflection

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

22. According to research, what proportion of entrepreneurs who start businesses in the United States fail within the first 18 months?

- a. 2 out of 10
- b. 5 out of 10
- c. 8 out of 10
- d. 9 out of 10

Ans: C

Learning objective: LO 2.3 Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Knowledge

Answer location: Entrepreneurship is More a Method than a Process

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

23. According to the authors, what is the primary thing high performers engage in to achieve high levels of performance?

- a. observation
- b. deliberate planning
- c. deliberate practice
- d. disciplined research

Ans: C

Learning objective: LO 2.3 Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Knowledge

Answer location: The Concept of Deliberate Practice

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

24. The means of identifying an opportunity, understanding resource requirements, acquiring resources, planning, implementing, and harvesting is called:

- a. a process
- b. a method
- c. a system
- d. an approach

Ans: A

Learning objective: LO 2.3 Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Knowledge

Answer location: Entrepreneurship is More a Method than a Process

Difficulty Level: Hard

AACSB Standard: Analytical Thinking

25. Predictive logic should be used in situations of:

- a. certainty
- b. uncertainty
- c. ambiguity
- d. conflict

Ans: B

Learning objective: LO 2.1 Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Knowledge

Answer location: Two Main Perspectives of Entrepreneurship

Difficulty Level: Easy
AACSB Standard: Analytical Thinking

26. Creation logic should be used in situations of:

- a. certainty
- b. uncertainty
- c. clarity
- d. stability

Ans: B

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Comprehension

Answer Location: Two Main Perspectives on Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

27. Bill wants to start a restaurant that fuses Mexican and Thai cuisine. He does not really know if this concept will be viable so he develops a limited menu and has friends and family fill out a questionnaire to gather information. Bill is using _____.

- a. creation in action
- b. prediction in action
- c. business planning in action
- d. strategy development in action

Ans: A

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Application

Answer Location: Prediction and Creation in Action

Difficulty Level: Hard

AACSB Standard: Application of knowledge

28. _____ is based on the idea that because the future is unpredictable yet controllable and that entrepreneurs can affect the future.

- a. Control
- b. Experimentation
- c. Effectuation
- d. Entrepreneurship

Ans: C

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Knowledge

Answer Location: Research at Work: The Creation Approach

Difficulty Level: Easy

AACSB Standard: Analytical thinking

29. A study by Darden School of Business professor Saras D. Sarasvathy showed that 89% of experienced, serial entrepreneurs used _____ thinking.

- a. predictive and casual thinking
- b. creative and effectual thinking
- c. predictive and effectual thinking
- d. creative and causal thinking

Ans: B

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Application

Answer Location: Research at Work: The Creation Approach

Difficulty Level: Hard

AACSB Standard: Application of knowledge

30. According to the authors, a body of skills that together comprise a toolkit for entrepreneurial action is called:

- a. a process
- b. a method
- c. a system
- d. an approach

Ans: B

Learning Objective: LO 2.3 Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Knowledge

Answer location: Entrepreneurship is More a Method than a Process

Difficulty Level: Easy

AACSB Standard: Application of knowledge

31. Entrepreneurs who determine their goals and then look for the resources to enable them to reach their goals are using:

- a. predictive logic
- b. the expected approach
- c. creation logic
- d. the organic approach

Ans: A

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Allocation

Answer Location: Two Main Perspectives on Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

32. What did Baekgaard and Miller do when they ordered the wrong size zippers for their hand bags?

- a. resold the zippers for a profit
- b. returned the zippers for the correct size

- c. absorbed the loss
- d. designed a new bag that would work with the larger zipper

Ans: D

Learning objective: LO 2.4 Illustrate the key components of The Practice of Entrepreneurship.

Cognitive Domain: Knowledge

Answer location: Using the Practice to Achieve Ongoing Success

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

33. What was Baekgaard and Miller's desired impact on the world?

- a. to offer a line of expensive, high-end bags for women
- b. create stylish, affordable bags for women
- c. to make environmentally responsible bags for women
- d. to become the most successful jewelry and clothing brand in the industry

Ans: B

Learning objective: LO 2.4 Illustrate the key components of The Practice of Entrepreneurship.

Cognitive Domain: Knowledge

Answer location: Using the Practice to Achieve Ongoing Success

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

34. Which of the following is a component of The Practice of Entrepreneurship?

- a. create financial projections
- b. take small action
- c. write a business plan
- d. get financing

Ans: B

Learning objective: LO 2.4 Illustrate the key components of The Practice of Entrepreneurship.

Cognitive Domain: Knowledge

Answer location: The Eight Components of The Practice of Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

35. When you ask yourself "What am I willing to lose? What am I truly willing to give up in terms of money, reputation, time, and opportunity cost?" you are practicing which component of The Practice of Entrepreneurship?

- a. Identifying your desired impact on the world
- b. Starting with the means at hand
- c. Describing the idea today
- d. Calculating affordable loss

Ans: D

Learning objective: LO 2.4 Illustrate the key components of The Practice of Entrepreneurship.

Cognitive Domain: Knowledge

Answer location: Using the Practice to Achieve Ongoing Success

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

36. When you ask yourself “What do I know? Whom do I know?” you are practicing which component of The Practice of Entrepreneurship?

- a. Identifying your desired impact on the world
- b. Starting with the means at hand
- c. Describing the idea today
- d. Calculating affordable loss

Ans: B

Learning objective: LO 2.4 Illustrate the key components of The Practice of Entrepreneurship.

Cognitive Domain: Knowledge

Answer location: Using the Practice to Achieve Ongoing Success

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

37. When you ask yourself “Should I quit or keep going? What’s my next step” you are practicing which component of The Practice of Entrepreneurship?

- a. Reflecting and being honest with yourself
- b. Starting with the means at hand
- c. Describing the idea today
- d. Calculating affordable loss

Ans: A

Learning objective: LO 2.4 Illustrate the key components of The Practice of Entrepreneurship.

Cognitive Domain: Knowledge

Answer location: Using the Practice to Achieve Ongoing Success

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

38. Deliberate practice requires:

- a. high levels of focus, attention, and concentration
- b. avoiding possible weaknesses
- c. working without goals
- d. seeking perfection

Ans: A

Learning objective: LO 2.5 Assess the role of deliberate practice in achieving mastery

Cognitive Domain: Knowledge

Answer location: The Concept of Deliberate Practice

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

39. Someone using creative logic might say:

- a. we can predict the future and create the future
- b. we can't predict the future but we can create the future
- c. we can predict the future but not create the feature
- d. we can neither predict nor create the future

Ans: B

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Analysis

Answer Location: Two Main Perspectives on Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

40. An entrepreneur using predictive logic is likely to:

- a. avoid failure at all costs.
- b. iterate
- c. take small actions
- d. embrace and leverage failure

Ans: A

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Application

Answer Location: Two Main Perspectives on Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

41. Your impact statement:

- a. identifies your immediate means at hand
- b. identifies your desired financial impact
- c. identifies your desired impact on the competition
- d. identifies your desired impact on the world

Ans: D

Learning objective: LO 2.4 Illustrate the key components of The Practice of Entrepreneurship.

Cognitive Domain: Knowledge

Answer location: The Eight Components of The Practice of Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

42. Some of the benefits of deliberate practice are:

- a. enhanced ability to store and retrieve information
- b. the ability to discern the differences between relevant and irrelevant info
- c. a deeper understanding of complex patterns
- d. all of these

Ans: D

Learning objective: LO 2.5 Assess the role of deliberate practice in achieving mastery

Cognitive Domain: Knowledge

Answer location: The Concept of Deliberate Practice
Difficulty Level: Medium
AACSB Standard: Analytical Thinking

43. When Barbara Baekgaard and Pat Miller began bringing their bags to market by selling their prototype bags at trunk shows, walking into gift shops to obtain orders, and requesting feedback from friends and family they were practicing:

- a. the skill of play
- b. calculating their affordable loss
- c. taking small actions
- d. reflecting and being honest with themselves

Ans: C

Learning objective: LO 2.4 Illustrate the key components of The Practice of Entrepreneurship.

Cognitive Domain: Knowledge

Answer location: Using the Practice to Achieve Ongoing Success

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

44. When Barbara Baekgaard and Pat Miller sent Barbara's daughter to school with different bags in order to test their designs on the student market, they were practicing:

- a. the skill of play
- b. networking and enrolling others in their journey
- c. calculating their affordable loss
- d. reflecting and being honest with themselves

Ans: B

Learning objective: LO 2.4 Illustrate the key components of The Practice of Entrepreneurship.

Cognitive Domain: Knowledge

Answer location: Using the Practice to Achieve Ongoing Success

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

45. When Jim Poss bought used kitchen trash compactors to tinker with and then tried some reverse engineering to test the feasibility of his solar-powered compactor, he was practicing the skill of:

- a. experimentation
- b. empathy
- c. reflection
- d. prediction

Ans: A

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Reflection

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

46. When Jim Poss pondered the feedback he received on the prototype of his solar-powered trash compactor and decided to incorporate the feedback into the next production run, he was practicing the skill of:

- a. play
- b. empathy
- c. reflection
- d. prediction

Ans: C

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Reflection

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

47. The “Importance of Stupidity in Scientific Research” article argues:

- a. that becoming more comfortable with “being stupid” will allow us to wade deeper into the unknown and make big discoveries
- b. that passion blindness and bumbling along are detrimental to scientific research
- c. that productivity is hampered when we don’t have all the answers
- d. that deliberate practice is not necessary to improve performance

Ans: A

Learning objective: LO 2.5 Assess the role of deliberate practice in achieving mastery

Cognitive Domain: Knowledge

Answer location: The Concept of Deliberate Practice

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

True/False

1. The text defines entrepreneurship as a path of starting and growing a venture using a linear, step-by-step process.

Ans: F

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Comprehension

Answer Location: Two Main Perspectives on Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

2. The prediction and creation logics lead to opposing goals and outcomes.

Ans: F

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Comprehension

Answer Location: Two Main Perspectives on Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

3. Entrepreneurs who use the creation approach wait for extended periods of time to get what they need before taking action.

Ans: F

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Comprehension

Answer Location: Two Main Perspectives on Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

4. Prediction is the dominant logic of large, established organizations.

Ans: T

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Comprehension

Answer Location: Two Main Perspectives on Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

5. Small enterprises will almost always begin with creation.

Ans: T

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Comprehension

Answer Location: Two Main Perspectives on Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

6. Research has determined that if entrepreneurs who have failed try again, they are far more likely to be successful in their second venture.

Ans: T

Learning objective: LO 2.3 Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Knowledge

Answer location: Entrepreneurship is More a Method than a Process

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

7. Research shows that most failures occur in the first two years of business.

Ans: T

Learning objective: LO 2.3 Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Knowledge

Answer location: Entrepreneurship is More a Method than a Process

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

8. The Practice of Entrepreneurship provides a way for entrepreneurs to avoid uncertainty.

Ans: F

Learning objective: LO 2.4 Illustrate the key components of The Practice of Entrepreneurship.

Cognitive Domain: Knowledge

Answer location: The Practice of Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

9. Deciding you want to open an Indian restaurant and then researching your market, gathering information, and opening the restaurant is an example of the creation approach.

Ans: F

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Allocation

Answer Location: Two Main Perspectives on Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

10. Experimentation can also be thought of as learning by doing

Ans: T

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Experimentation

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

11. Among the most common mistakes entrepreneurs make is getting blindsided by passion in terms of being overly optimistic and confident in their skills and abilities.

Ans: T

Learning objective: LO 2.5 Assess the role of deliberate practice in achieving mastery

Cognitive Domain: Knowledge

Answer location: The Concept of Deliberate Practice

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

12. Prediction works best in an unstable environment

Ans: F

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Allocation

Answer Location: Two Main Perspectives on Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

13. According to the authors, everyone is an expert creator from birth because the only way we learned as a baby was by trial and error.

Ans: T

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Comprehension

Answer Location: Two Main Perspectives on Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

14. Empathy allows you to connect with potential stakeholders in a more meaningful way, which could help to identify unmet needs, leading to the creation of new products and services

Ans: T

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Empathy

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

15. The creation approach allows entrepreneurs to determine their goals according to whatever resources they have at hand.

Ans: T

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Comprehension

Answer Location: Two Main Perspectives on Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

16. The skill of creativity allows you to harness opportunities but not create opportunities.

Ans: F

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application
Answer location: The Skill of Creativity
Difficulty Level: Medium
AACSB Standard: Analytical Thinking

17. The skill of creativity requires a high IQ.

Ans: F

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application
Answer location: The Skill of Creativity
Difficulty Level: Medium
AACSB Standard: Analytical Thinking

18. The skill of creativity allows you to harness opportunities but not create opportunities.

Ans: F

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application
Answer location: The Skill of Creativity
Difficulty Level: Medium
AACSB Standard: Analytical Thinking

19. Reflection can be considered an action.

Ans: T

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application
Answer location: The Skill of Reflection
Difficulty Level: Medium
AACSB Standard: Analytical Thinking.

20. Entrepreneurship is more of a method than a process.

Ans: T

Learning objective: LO 2.3 Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Knowledge
Answer location: Entrepreneurship is More a Method than a Process
Difficulty Level: Medium
AACSB Standard: Analytical Thinking

21. The process approach to entrepreneurship is based on planning and prediction.

Ans: T

Learning objective: LO 2.3 Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Knowledge

Answer location: Entrepreneurship is More a Method than a Process

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

22. The process approach to entrepreneurship tends to work better for larger organizations and corporations than new ventures.

Ans: T

Learning objective: LO 2.3 Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Knowledge

Answer location: Entrepreneurship is More a Method than a Process

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

23. According to the authors, entrepreneurial ventures are essentially small versions of large corporations.

Ans: F

Learning objective: LO 2.3 Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Knowledge

Answer location: Entrepreneurship is More a Method than a Process

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

24. Entrepreneurship is often ill-defined, unstructured, messy, and complex.

Ans: T

Learning objective: LO 2.3 Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Knowledge

Answer location: Entrepreneurship is More a Method than a Process

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

25. The Practice of Entrepreneurship applies to novices and experts regardless of experience levels.

Ans: T

Learning objective: LO 2.3 Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Knowledge

Answer location: Entrepreneurship is More a Method than a Process

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

26. Entrepreneurship as a *method* consists of steps to complete, whereas entrepreneurship as a process involves phases of learning.

Ans: F

Learning objective: LO 2.3 Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Knowledge

Answer location: Entrepreneurship is More a Method than a Process

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

27. Entrepreneurship as a *method* is creative, whereas entrepreneurship as a process is predictive.

Ans: T

Learning objective: LO 2.3 Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Knowledge

Answer location: Entrepreneurship is More a Method than a Process

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

28. Approaching entrepreneurship as a method is similar to following recipe directions.

Ans: F

Learning objective: LO 2.3 Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Knowledge

Answer location: Entrepreneurship is More a Method than a Process

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

29. The Practice of Entrepreneurship emphasizes planning over action.

Ans: F

Learning objective: LO 2.3 Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Knowledge

Answer location: Entrepreneurship is More a Method than a Process

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

30. The Practice of Entrepreneurship encourages entrepreneurs to act sooner, even when you don't know exactly what to do.

Ans: T

Learning objective: LO 2.3 Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Knowledge

Answer location: Entrepreneurship is More a Method than a Process

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

31. The practice of entrepreneurship is inclusive (i.e. it includes any organization at any stage of the business)

Ans: T

Learning objective: LO 2.3 Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Knowledge

Answer location: Entrepreneurship is More a Method than a Process

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

32. Entrepreneurship is rarely about just money or profit.

Ans: T

Learning objective: LO 2.4 Illustrate the key components of The Practice of Entrepreneurship.

Cognitive Domain: Knowledge

Answer location: The Eight Components of The Practice of Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

33. A higher sense of intuition is associated with entrepreneurs who have consistently used deliberate practice over a number of years.

Ans: T

Learning objective: LO 2.5 Assess the role of deliberate practice in achieving mastery

Cognitive Domain: Knowledge

Answer location: The Concept of Deliberate Practice

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

34. Calculating affordable loss and taking small actions are both components of The Practice of Entrepreneurship.

Ans: T

Learning objective: LO 2.4 Illustrate the key components of The Practice of Entrepreneurship.

Cognitive Domain: Knowledge

Answer location: Using the Practice to Achieve Ongoing Success

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

35. Researchers found that medical students who used deliberate practice when studying were able to make more proficient use of their time, energy, and resources.

Ans: T

Learning objective: LO 2.5 Assess the role of deliberate practice in achieving mastery

Cognitive Domain: Knowledge

Answer location: The Concept of Deliberate Practice

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

36. Expert entrepreneurs who engage in deliberate practice are generally more skilled at understanding the meaning of complex patterns

Ans: T

Learning objective: LO 2.5 Assess the role of deliberate practice in achieving mastery

Cognitive Domain: Knowledge

Answer location: The Concept of Deliberate Practice

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

37. Reflection is the least important entrepreneurial skill.

Ans: F

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Reflection

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

38. The Practice of Entrepreneurship is about competition rather than collaboration and co-creation.

Ans: F

Learning objective: LO 2.4 Illustrate the key components of The Practice of Entrepreneurship.

Cognitive Domain: Knowledge

Answer location: The Eight Components of The Practice of Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

39. In the entrepreneurial context, risk is absolute.

Ans: F

Learning objective: LO 2.4 Illustrate the key components of The Practice of Entrepreneurship.

Cognitive Domain: Knowledge

Answer location: Using the Practice to Achieve Ongoing Success

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

Essay

1. Compare and contrast prediction and creation.

Ans:

The two main perspectives on entrepreneurship are the predictive logic, the older and more traditional view; and the creation logic, which has been developed through recent advances in the field. Prediction is the opposite of creation. Whereas prediction thinking

is used in situations of certainty, the creation view is used when the future is unpredictable. Prediction involves big planning, waiting until you get what you need, expected returns, linear process, optimization, avoiding failure at all costs, competition, and knowable. Prediction believes to the extent we can predict the future, we can control it. Creation involves small actions, starting with what you have, acceptable loss, iteration, experimentation, embracing and leveraging failure, collaboration, and unknowable. Creation believes to the extent we can create the future, we don't need to predict it.

Learning Objective: 2.1. Compare and contrast the prediction and creation approaches to entrepreneurship.

Cognitive Domain: Comprehension

Answer Location: Two Main Perspectives on Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

2. List and describe the five entrepreneurial skills essential for building an entrepreneurial mindset.

Ans:

The skill of play frees the imagination, opens up minds to opportunities, and helps us be innovative as entrepreneurs;

The skill of experimentation encourages us to take action, ask questions, validate assumptions, and take nothing for granted

The skill of empathy involves understanding the emotions, circumstances, intentions, thoughts, and needs of others

The skill of creativity requires a general openness to the world and relates to unleashing our creativity ability to create and find opportunities and solve problems.

The skill of reflection helps us make sense of our experience practicing other skills and codify our learning from practice.

Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Five Skills Most Important to the Practice of Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

3. Discuss different types of reflection and explain how the skill of reflection relates to the other entrepreneurial skills.

Ans:

Narrative reflection: describe what happened

Emotional reflection: focus on how you felt and managed your emotions

Perceptive reflection: focus on your perceptions and reactions as well as those of others

Analytical reflection: think about the skills and knowledge you gained and if any of it relates to what you have heard before

Critical reflection: consider the part you played, the approach you took, what else could have been done

The skill of reflection helps make sense of all of the other actions required of play,

empathy, creativity, and experimentation. It helps codify our learning from practicing the four other skills. Taking the time out to reflect is also an action, and it can be the most important of all the five skills. Reflection makes us aware of feelings of discomfort, helps us to critically analyze our own feelings and the knowledge we possess, provides us with new perspectives, and allows us to evaluate outcomes and draw conclusions. Learning objective: LO 2.2 Create a portfolio of five skills essential to building a mindset for The Practice of Entrepreneurship.

Cognitive Domain: Application

Answer location: The Skill of Reflection

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

4. Describe how you would use the traditional steps of the entrepreneurship process to start a new business.

Ans:

Step 1: Think of an idea

Step 2: Do market research

Step 3: Get some financial projections

Step 4: Find a partner/team

Step 5: Write a business plan

Step 6: Get financing

Step 7: Find space, build a prototype, and hire people

Step 8: Bring your product/service to market

Step 9: Manage the business

Step 10: Plan an exit

Learning Objective: 2.3. Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Application

Answer Location: Entrepreneurship Is More a Method Than a Process

Difficulty Level: Hard

AACSB Standard: Application of knowledge

5. Describe the benefits of the method approach.

Ans:

1. It applies to novices and experts regardless of experience levels.
2. It is inclusive; it includes any organization at any stage of business.
3. It requires continuous practice with a focus on doing then learning.
4. It is designed for an unpredictable environment.

Learning Objective: 2.3. Distinguish between entrepreneurship as a method and a process.

Cognitive Domain: Comprehension

Answer Location: Table 2.3 Assumptions Underlying the Practice of Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Application of knowledge

6. Describe the powerful assurances of the practice of entrepreneurship.

Ans:

1. You will act sooner even when you don't know exactly what to do.
2. For those things you can do, you will. For those things you cannot do, you will try.
3. You will try more times because at the early stage, trying is a low cost option.
4. You will fail sooner enabling better, higher-quality information to be included in future tries.
5. You will likely begin experimenting with many new ideas simultaneously.

Learning Objective: 2.4. Illustrate the key components of the practice of entrepreneurship.

Cognitive Domain: Application

Answer Location: The Practice of Entrepreneurship

Difficulty Level: Hard

AACSB Standard: Group and individual behaviors

7. Develop your impact statement.

Ans:

Include means at hand.

Include your affordable loss.

Include network and enrollment of others.

Learning Objective: 2.4. Illustrate the key components of the practice of entrepreneurship.

Cognitive Domain: Analysis

Answer Location: The Practice of Entrepreneurship

Difficulty Level: Hard

AACSB Standard: Group and individual behaviors

8. Describe the components of deliberate practice.

Ans: Requires high levels of focus, attention and concentration

1. Strengthens performance by identifying weaknesses and improving them
2. Is consistent and maintained for long periods of time
3. Must be repeated to produce lasting results
4. Requires continuous feedback on outcomes
5. Involves self-observation and self-reflection after practice sessions are completed

Learning Objective: 2.5. Assess the role of deliberate practice in achieving mastery.

Cognitive Domain: Analysis

Answer Location: The Concept of Deliberate Practice

Difficulty Level: Hard

AACSB Standard: Analytical Thinking

9. Identify your strengths and weaknesses within the deliberate practice. How would you improve in the areas of weaknesses?

Ans: Deliberate practices requires the following:

1. Requires high levels of focus, attention and concentration
2. Strengthens performance by identifying weaknesses and improving them
3. Is consistent and maintained for long periods of time
4. Must be repeated to product lasting results

5. Requires continuous feedback on outcomes

6. Involves self-observation and self-reflection after practice sessions are completed

Learning Objective: 2.5. Assess the role of deliberate practice in achieving mastery.

Cognitive Domain: Application

Answer Location: The Concept of Deliberate Practice

Difficulty Level: Hard

AACSB Standard: Analytical Thinking

10. List the eight key components of The Practice of Entrepreneurship.

Ans: The Practice of Entrepreneurship is designed so entrepreneurs can embrace and confront uncertainty rather than avoid it. The eight components include the following: identify your desired impact on the world; start with means at hand; describe the idea today; calculate affordable loss; take small action; network and enroll others in your journey; build on what you learn; and reflect and be honest with yourself.

Learning objective: LO 2.4 Illustrate the key components of The Practice of Entrepreneurship.

Cognitive Domain: Knowledge

Answer location: The Eight Components of The Practice of Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

11. Assess the role of deliberate practice in achieving mastery.

Ans: Practice doesn't make perfect; rather, deliberate practice makes perfect. Starting with specific goals, deliberate practice involves consistent, targeted efforts for improvement. Feedback and self-reflection are necessary for meaningful improvement, and repetition is required to achieve lasting results.

Learning objective: LO 2.5 Assess the role of deliberate practice in achieving mastery

Cognitive Domain: Knowledge

Answer location: The Concept of Deliberate Practice

Difficulty Level: Medium

AACSB Standard: Analytical Thinking

12. Explain how your impact statements relates to other components of The Practice of Entrepreneurship.

Ans: To be successful at creating and building a new business, a new strategy, a new product, or anything radically new requires desire—you have to have a strong feeling to achieve something larger than yourself. Rarely is entrepreneurship about the money or the profit. Granted, fast-growth companies are primarily concerned with wealth creation, but the general reasons for why people start businesses go much deeper. Some pursue what they love, others value their autonomy and ability to control their work experience, and others have a strong desire to bring something new to market. The profit motive is simply not sustainable in the long run because entrepreneurship is hard work and requires satisfaction and desire that is derived from deep within. Your impact statement is what drives you to practice the other components (e.g. calculating your affordable loss, taking small actions, etc.). It is only your impact statement that determines whether

or not you continue with your idea. Quit only if you no longer have the desire inherent in your impact statement.

Learning objective: LO 2.4 Illustrate the key components of The Practice of Entrepreneurship.

Cognitive Domain: Knowledge

Answer location: The Eight Components of The Practice of Entrepreneurship

Difficulty Level: Medium

AACSB Standard: Analytical Thinking