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SKU: 9780415817363-TEST-BANK

1 John thinks that a mindset refers to a view that one's talents and abilities comprise a set of traits. This is an example of _____.

(A) A growth mindset.

(B) A fixed mindset.

(C) A status report.

(D) Creative thinking.

Answer: (B) A fixed mindset.

2 Which of the following is not a theme that emerged in the study of entrepreneurial passion?

(A) The content of passion is an intense positive emotion.

(B) The empirical referents or objects of passion usually involve venture-related opportunities,

(C) tasks, or activities.

(D) Passion has a motivational effect that stimulates entrepreneurs to overcome obstacles

(E) and remain engaged.

(F) Risk propensity is similar to entrepreneurial passion.

Answer: (F) Risk propensity is similar to entrepreneurial passion.

3 Some authors argue that entrepreneurs are motivated to start their own ventures because they are willing to remain in control of their own destiny, to be their own bosses. Based on this assumption, one may say that entrepreneurs tend to be motivated by _____.

(A) The need for achievement.

(B) The need for affiliation.

(C) The need for power.

(D) The need for self-actualization.

Answer: (C) The need for power.

4 Which of the following is true about goal setting theory?

(A) Inspirational and impossible goals tend to motivate people.

(B) Vague goals tend to motivate people.

(C) Goals that are specific tend to motivate people.

(D) Easy goals are effective motivators of human behavior.

Answer: (C) Goals that are specific tend to motivate people.

5 One of the key assumptions of goal setting theory is the relationship between the difficulty of the goal and employee performance. However, the theory also states that goals that are impossible to realize tend to discourage employees. Therefore, there exists an optimal level at which the difficulty of the goal would effectively lead to a maximum level of performance. According to goal setting theory, the highest level performance is reached when goals are set at which level?

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(A) Inspirational and impossible.

(B) Easily attainable.

(C) Difficult but attainable.

(D) Do what you can.

Answer: (C) Difficult but attainable.

6 The desire to excel in what one does best is known as _____.

(A) Self-efficacy.

(B) Passion.

(C) Autonomy.

(D) Need for achievement.

Answer: (D) Need for achievement.

7 Mary is convinced that she has the skills and dedication to become an effective social entrepreneur. Mary's attitude can best be described as _____.

(A) Self-efficacy.

(B) Passion.

(C) Autonomy.

(D) Alertness.

Answer: (A) Self-efficacy.

8 The tendency for entrepreneurs to take responsibility for pursuing an opportunity that did not exist before can be referred to as _____.

(A) Self-efficacy.

(B) Passion.

(C) Autonomy.

(D) Alertness.

Answer: (C) Autonomy.

9 Sue thinks that an entrepreneurial mindset refers to a view that one's abilities can be developed through effort, dedication, and hard work. Which of the following is consistent with Sue's view of the entrepreneurial mindset?

(A) Growth mindset.

(B) Fixed mindset.

(C) Status report.

(D) Creative thinking.

Answer: (A) Growth mindset.

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10 _____ is construed as a cognitive process that allows an individual to recognize and exploit entrepreneurial opportunities.

(A) Entrepreneurial drive.

(B) Entrepreneurial passion.

(C) Alertness.

(D) Need for achievement.

Answer: (C) Alertness.

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