Entrepreneurial Skills

1. Who is an entrepreneur?

A. A person who starts and manages a business B. A person who only works for others

C. A person who avoids taking risks D. A government employee

2. Entrepreneurship contributes to the economy by:

A. Increasing unemployment B. Stopping innovation

C. Creating jobs and generating income D. Reducing production

3. Which of the following is a benefit of entrepreneurship to an individual?

A. No decision-making **B. Self-employment**

C. No responsibility D. Guaranteed success

4. Entrepreneurs contribute to society mainly by:

A. Creating products and services B. Avoiding customers

C. Reducing employment opportunities D. Stopping competition

5. Which quality is essential for a successful entrepreneur?

A. Laziness **B. Risk-taking ability**

C. Fear of failure D. Lack of confidence

6. Which quality helps an entrepreneur generate new ideas?

A. Creativity B. Carelessness

C. Laziness D. Fear

7. Which quality helps an entrepreneur make decisions confidently?

A. Fear B. Laziness

C. Self-confidence D. Dependence

8. An entrepreneur combines resources such as:

A. Only money B. Only employees

C. Only machines D**. Land, labour and capital**

9. Which of the following is an advantage of entrepreneurship as a career?

A. Independence in decision-making B. No responsibility

C. Guaranteed profit D. No risk

10. Which of the following is a source of finance for a startup?

A. Business idea only **B. Personal savings**

C. Customer feedback only D. Advertising only

11. A bank loan is an example of:

A. External financing B. Personal skill

C. Innovation D. Marketing

12. Which of the following can help a startup raise funds?

A. Banks B. Investors

C. Personal savings **D. All of the above**

Short Question

1. What is entrepreneurship? Write one benefit of entrepreneurship.

Answer: Entrepreneurship is the process of identifying an opportunity and starting and managing a business venture.

One benefit is **creation of employment opportunities**.

2. Write any two ways in which entrepreneurship contributes to society.

Answer:

1. It creates **employment opportunities**.
2. It provides **new and useful products and services** to people.

3. How does entrepreneurship contribute to the economy?

Answer: Entrepreneurship contributes to the economy by:

1. Creating **employment and income**.
2. Promoting **innovation and economic growth**.

4. What is meant by calculated risk?

Answer:

A calculated risk is a risk taken **after carefully analysing its possible advantages, disadvantages and consequences**.

5. Why is creativity important for an entrepreneur?

Answer:

Creativity helps an entrepreneur to:

1. Generate **new ideas**.
2. Develop **innovative products or solutions**.

6. Write any two misconceptions about entrepreneurship.

Answer:

Two common misconceptions are:

1. **Entrepreneurs are born, not made.**
2. **Entrepreneurship is only for people with lots of money.**

7. What is the role of an entrepreneur?

Answer:

An entrepreneur:

1. **Identifies business opportunities**.
2. Organises resources and takes **calculated risks** to start and operate a business.

8. How can entrepreneurship be considered a career option?

Answer: Entrepreneurship can be a career because it provides an opportunity to **start one's own business**, make independent decisions and earn income while creating employment for others.

9. Name any two financing options available to startups.

Answer: Two financing options are:

1. **Personal savings**
2. **Bank loans**

   Other options may include investors and other external sources of finance.

Long Question

1. Explain the importance of entrepreneurship for society and the economy.

Answer: Entrepreneurship is important for both society and the economy because it:

1. **Creates employment** by providing job opportunities.
2. **Generates income and wealth** for individuals and the economy.
3. **Promotes innovation** by introducing new products and services.
4. **Improves the standard of living** by providing better solutions to people's needs.
5. **Supports economic growth** through increased production and business activities.

2. Explain any five qualities of a successful entrepreneur.

Answer: A successful entrepreneur should have the following qualities:

1. **Self-confidence** – Believes in their abilities and decisions.
2. **Creativity** – Develops new and useful ideas.
3. **Risk-taking ability** – Takes calculated risks after analysing the situation.
4. **Persistence** – Continues working despite difficulties and failures.
5. **Decision-making ability** – Makes timely and appropriate business decisions.

3. Explain the role of an entrepreneur in the development of a business.

Answer: An entrepreneur plays an important role in business development by:

1. **Identifying opportunities** and business ideas.
2. **Organising resources** such as money, people, materials and technology.
3. **Taking calculated risks** to establish and grow the business.
4. **Introducing innovation** through new products, services or methods.
5. **Creating employment** and contributing to economic development.