

Unit 13

Part A

1. Who is an Entrepreneur?

The person who set-up his business is called an entrepreneur.

2. Who introduced the term 'Entrepreneur' for the first time?

The term 'entrepreneur' was first introduced in economics by the early 18th century French economist Richard Cantillon.

3. Expand N-Ach./N-pow./N-Aff./N-Aut.

N-Ach – Need for Achievement

N-Pow – Need for Power

N-Aff – Need for Affiliation

N-Aut – Need for Autonomy

Part B

4. What is Entrepreneurship?

Entrepreneurship is the process of setting up one's own business as distinct from pursuing any other economic activity, be it employment or practising some profession. The person who set-up his business is called an entrepreneur.

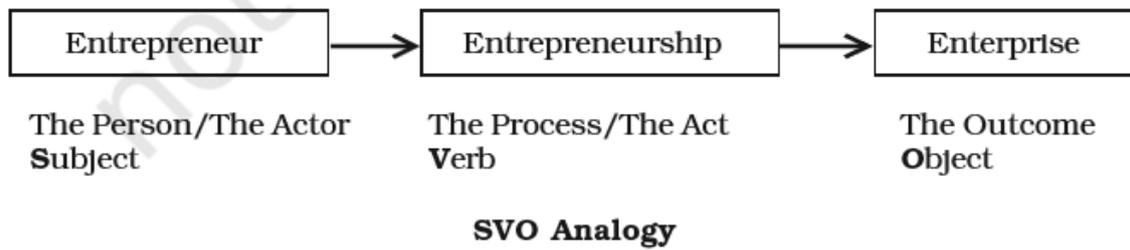
5. State any two characteristics of Entrepreneurship

- a) **Systematic Activity:** Entrepreneurship is not a mysterious gift or charm and something that happens by chance! It is a systematic, step-by-step and purposeful activity.
- b) **Lawful and Purposeful Activity:** The object of entrepreneurship is lawful business. It is important to take note of this as one may try to legitimise unlawful actions as entrepreneurship on the grounds that just as entrepreneurship entails risk, so does illicit businesses.

6. Expand KASH as explained in the context of Entrepreneurship

Every opportunity and successful performance of every role and function has a competence requirement. Its true of entrepreneurship as well. entitled 'Cash OR KASH?' The term 'competence' refers to a composite of knowledge, skills and a host of psychosocial attributes (including Attitudes and Motivation that we will be discussing separately) in a person that mark his/her effectiveness for a task.

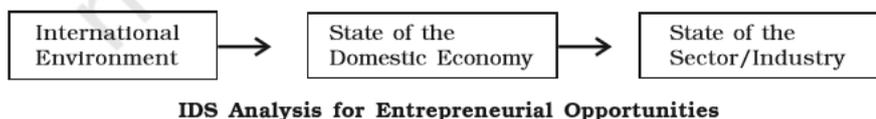
7.
8. Draw the SVO analogy figure.



9. Differentiate between Entrepreneurship and Management by taking any two points.

Basis	Entrepreneurship	Management
Focus	Business start-up	Ongoing operations of an existing business
Approach to the task	Informal	Formal

10. State any two functions of entrepreneurs in relation to economic development.
- Contribution to GDP: Increase in the Gross Domestic Product or GDP is the most common definition of economic development. You are aware that income is generated in the process of production.
 - Capital Formation: The entrepreneurial decision, in effect, is an investment decision that augments the productive capacity of the economy and hence results in capital formation.
11. Draw IDS Analysis for Entrepreneurial Opportunities.



12. State any four competencies for Entrepreneurship as identified by EDI.
- Persistence: A 'never say die' attitude, not giving up easily, striving continuously until success is achieved.
 - Information seeking: Knowing and knowing who knows, consulting experts, reading relevant material and an overall openness to ideas and information.

- c) Concern for High Quality of Work: Attention to details and observance of established standards and norms.
- d) Commitment to Work Contract: Taking personal pains to complete a task as scheduled.