



LIFE LONG LEARNING PROGRAM LEONARDO DA VINCI PARTNERSHIP

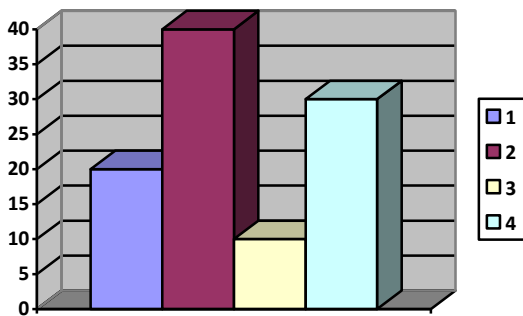
“PROMOTING ENTREPRENEURSHIP “

ENTREPRENEURSHIP SURVEY

One day a young man comes to Dr Russell Herman Conwell and says he wants to enroll to the collage but can't because of ekonomik strenght. In that time Conwell dreamed of establishing a university for young people who can not go to college even though they deserve. This is not an easy task for Cornwell. Because he has also no Money and a few million dollars fort his pupose should be. Conwell thinks and collects his experiences in a book named "Diamond Fields" and starts educational seminars relevant to the content. Dr. Conwell' teachings collected in this book draws the attention of so many people and so many people come to listen to him giving money that at the end Dr. Conwell establishes the famous Temple University Philadelphia with coins collected. Even a few million dollars were collected more.

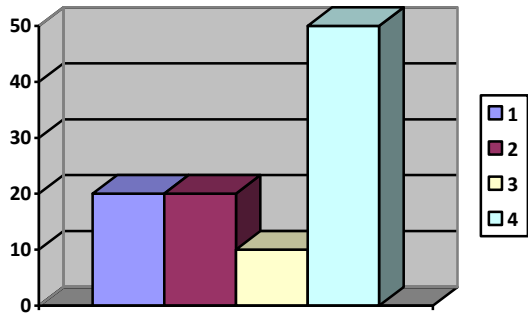
Question 1) The short story above is given as an example of entrepreneurship. What do you think is told with this story?

- 1 Similarity of diamond to money
- 2 Wealth and opportunities in the surrounding area are to Dr.Conwell**
- 3 About being rich one could bring out own dynamics
- 4 Secret formula of being rich



Question 2) What do you think entrepreneur Dr.Conwell's the most prominent feature in this story ?

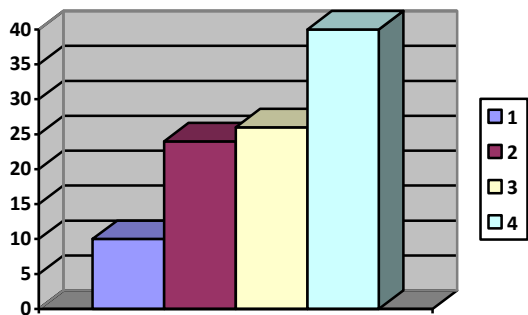
1. Dr.Cornwell is a genius
2. Revealed the diamond field in his
3. He is oppportunistic
- 4. Discovered the diamond fields at the forefront of him**



Question 3) Which of the following is most important motivation to make an attempt?

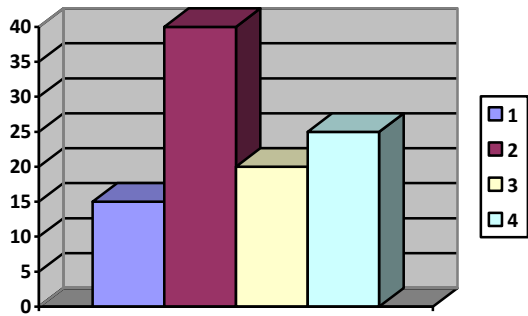
1. Earn money
2. Spend your energy
3. To be popular

4. Being a boss



Question 4) What the entrepreneurship starts with?

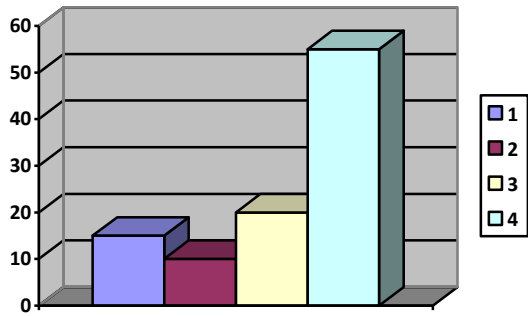
1. Money
- 2. Business idea**
3. Study
4. Motivation



Question 5 Participated in a tour of the exhibition. How do you do your trip?

1. Collect abundance of catalogs, brochures and giveaway
2. I try to spend a pleasant time tasting refreshments
3. Would visit all stands and chat with stand staffs

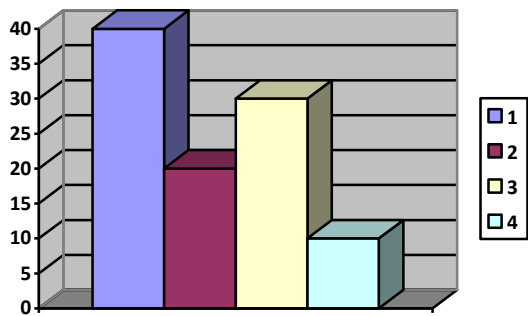
4. I try to visit my field of interest stands and expand my communications network



Question 6) You would make a profitable business but you do have 60% of the required capital. In this case, how you behave?

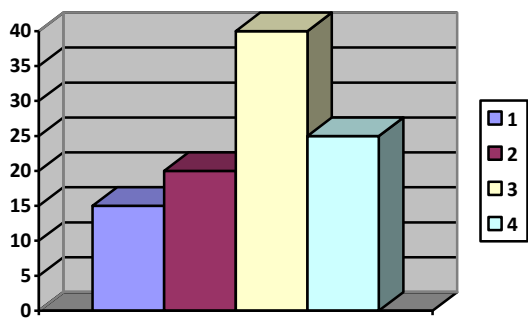
1. Seek for the environmental resources to complete the 40%

2. Never go the risk of losing 20% , I save my money
3. I give up as there isn't sufficient capital , I would continue normal life 30%.
4. Would continue to work and start the work after I find the 10%



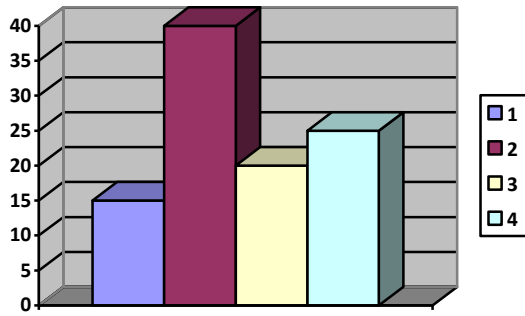
Question 7) Imagine you are in a competition with your competitors. Which of the following refers to feelings?

1. It is none of my business of competitors' status, I race and win as I know
2. Tries to block competitors, if I find the opportunity I try to be obstacle to their work
3. **Closely monitors the performance of competitors, according to him, I set the competition strategies**
4. All of the above



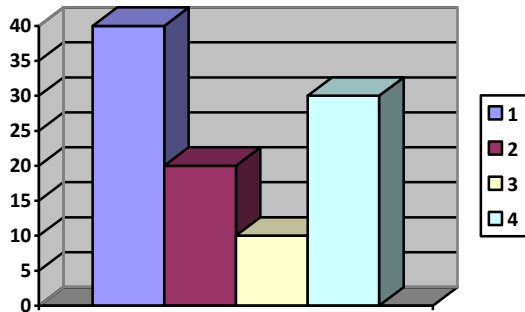
Question 8) According to you who will win in the trade ?

1. The one producing wins
2. **The one planting wins**
3. The one saving the day wins
4. The one selling on credit wins



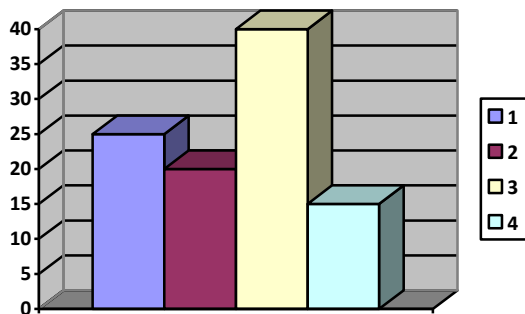
Question 9) Imagine you manage a team. How do you distribute your team the works?

- I make list of works and distribute according to the abilities of team members**
- I make a team list,distribute the works respectively without distinction
- I would immediately disqualify the team member who can not do the work given
- I make a list of work, give respectively to those who are free without distinction of work or team member



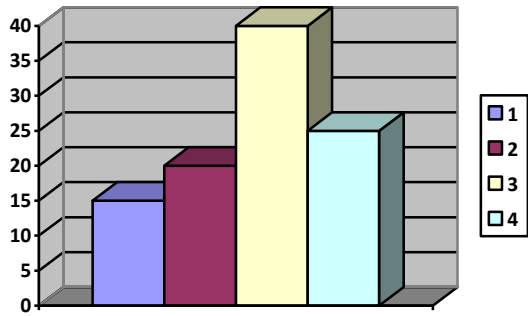
Question 10) Think of yourself as an entrepreneur. What you can do which of the following is the first to think of the work you need to do?

- 1 . Start to produce the product or service
- 2 Monetise the product or service
- 3. Investigate to whom the product or service we will do with**
- 4 . Conduct market research on the product or service



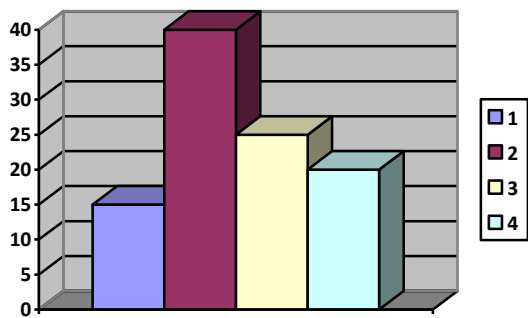
Question 11) Which of the following related to the success of any business to be established is the least effective?

1. The market potential
2. Motivation and hard work
- 3. Sectoral knowledge and experience**
4. Production / Service area



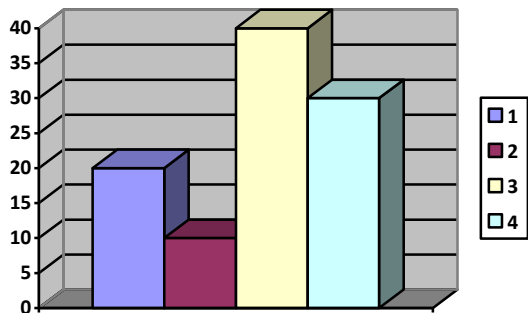
Question 12) For you which of the following is the most important feature of a business idea ?

1. Create employment
- 2. Enable innovation**
3. Eliminate the needs
4. Ensure production



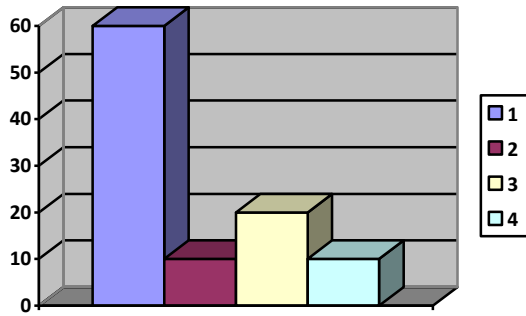
Question 13) What do you think should be at 12 on the target board for an entrepreneur ?

1. Earn money
2. Production or service
- 3. Create employment**
4. Being retired



Question 14) Which of the following is a feature that an entrepreneur may or may not have ?

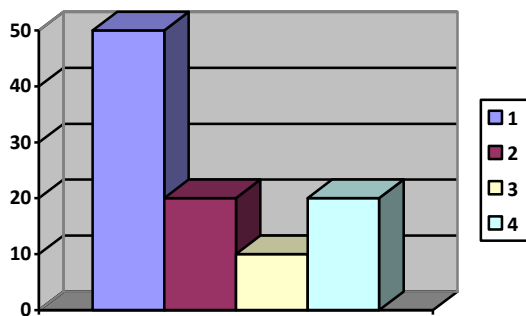
- 1 leadership**
2. Wealth
3. Motivation
4. Innovation



Question 15) The best business idea;

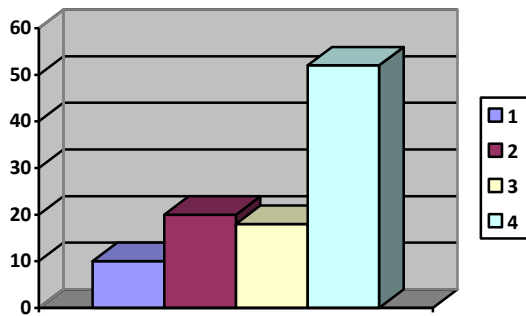
1. Is a well-crafted business plan

- 2 .Is the one that providing employment
- 3. Is the one that will be successful in the market
- 4 .Is the one that addresses the business needs of the employees



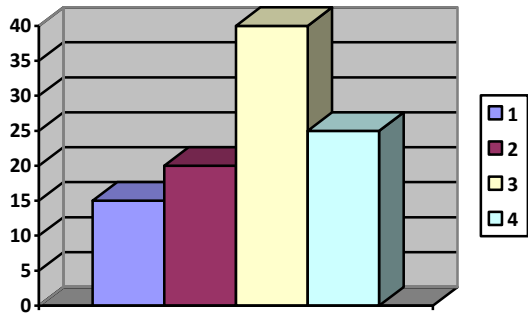
Question 16) Which of these is more effective than others for learning?

- 1 . Hearing
- 2 . Vision
- 3. Listening
- 4. **Doing**



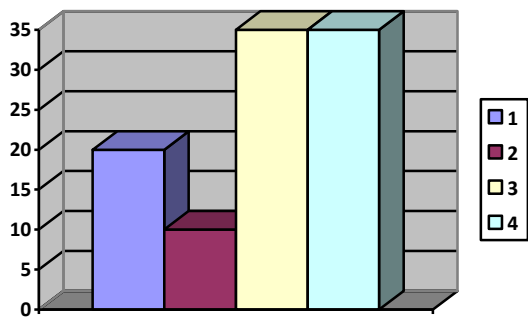
Question 17) An entrepreneur must use the technique of effective communication in marketing their product or service. Which of the following do you think the most effective communication technique?

- 1 . Good usage of body language
- 2 . Smiling
- 3 . Having respect for**
- 4 . Being positive



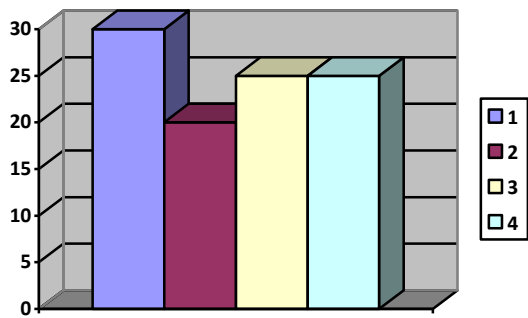
Question 18) "Genius is 1% inspiration, 99% effort," says Albert Einstein. What does it mean for entrepreneur?

1. Entrepreneur must be genius
2. Entrepreneur must be hard working
- 3. Entrepreneur must be both genius and hardworking**
- 4. Entrepreneur must be both genius and inspired**



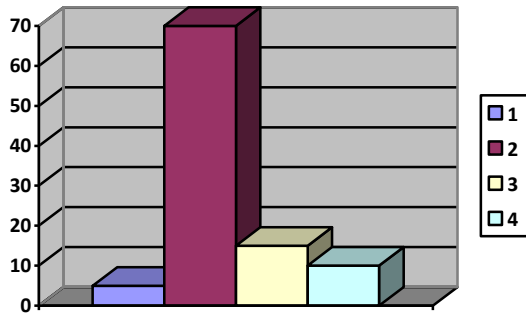
Question 19) What should a good manufacturer entrepreneur produce?

- 1. Quality**
2. The best
3. The required one
4. The standart one



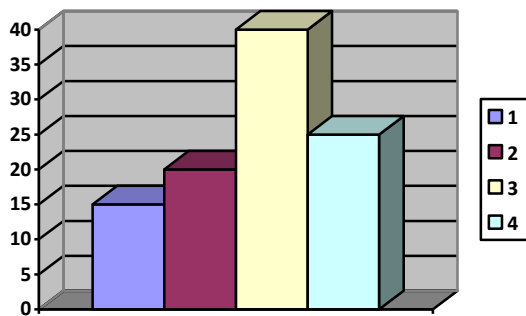
Question 20) How a successful business is a business based on an entrepreneur?

1. Free-standing entreprise
- 2. Profit making entreprise**
3. Providing employment
4. Engaged in selling



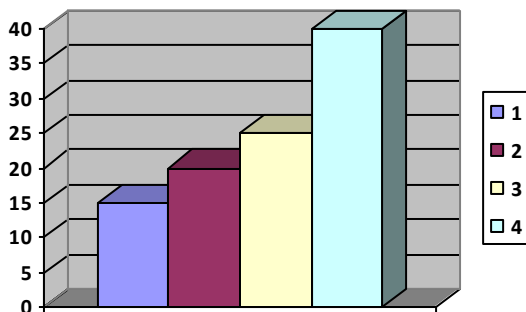
Question 21) How an entrepreneur should line up the following steps based on the product that he will produce?

1. Ensuring the fund
 - 2.. Determine the businss idea
 - 3. Market research**
 4. Starting producing
 5. Determine the capacity of producing
1. 2,5,4,1,3
 2. 2,5,1,4,3
 - 3. 2,3,5,1,4**
 4. 2,1,5,3,4



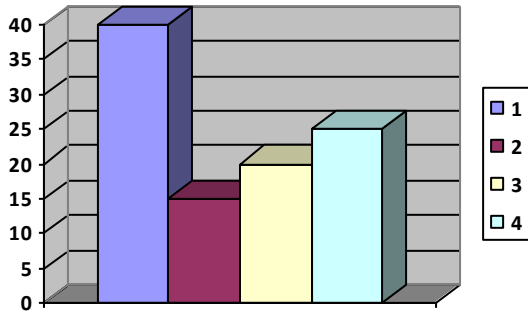
Question 22) As an entrepreneur in need of economic support from any financial support for post-what do you do if you can not?

1. I huff and leave entrepreneursh
2. I retire into myself and go on my work
3. I try to go on as far as i do
- 4. I try to get support from other alternatives**



Question 23) In which position you would be satisfied after 3 years you run your business idea?

- 1. Being a business that has reached a certain profit margin**
2. Being a business that survive
3. Being a business that works 30 people
4. Being a business that works



Question 24) If you encounter some problems in the implementation phase of your business idea, which one of the following methods to overcome these difficulties do you prefer?

1. Try to overcome difficulties, if fail I demand help
2. Determines the nature of the difficulties, than I would seek help from experts
3. I make a good work plan, so I do not encounter difficulties
- 4. I love the challenges, I would fight myself up exceeds**

