

Name:

Chapter 3

Entrepreneurial intentions are the motivational factors that influence individuals to pursue entrepreneurial outcomes. Explain the role of an individuals' background and characteristics (Education, Personal Values, Age, Work History) as it relates to entrepreneurial intentions. List 5 consensus characteristics.

The typical **corporate culture** has a climate and reward system that favors conservative decision making.

- a. Emphasis is on gathering large amounts of data as the basis for a rational decision.
- b. Risky decisions are often postponed until hard facts are gathered or a consultant is hired.
- c. Often there are so many approvals required that no individual feels personally responsible
- d. The **guiding principles** in a traditional corporate culture are:

- 1
- 2
- 3
- 4
- 5

The goals of an **entrepreneurial culture** are

- 1
- 2
- 3
- 4
- 5