Entrepreneurship Quiz 1 (40 Points) Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Section 1: Matching: Please write the letter of the definition next to the term it describes. These will be 1 point each.

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| 1. Mr. Gage | 1. A person who *organizes* and *manages* an enterprise, especially a business, usually with considerable *initiative* and *risk*. |
| 1. equilibrium price | 1. Readiness and ability in initiating action. |
| 1. Shortage | 1. a good that goes well with another good. |
| 1. Surplus | 1. says that our additional satisfaction tends to go down as we consume more and more units. |
| 1. Law of Supply | 1. a product that can be used in the place of another. |
| 1. Supply Schedule | 1. refers to the various quantities of a good or service that producers are willing to sell at all possible market prices. |
| 1. Law of Demand | 1. is a table that lists the various quantities of a product or service that someone is willing to buy over a range of possible prices. |
| 1. Demand | 1. is the desire, willingness, and ability to buy a good or service. |
| 1. Demand Schedule | 1. quantity demanded and price move in opposite directions. |
| 1. Supply | 1. is a table that shows the quantities producers are willing to supply at various prices |
| 1. Substitute good | 1. holds that producers will normally offer more for sale at higher prices and less at lower prices. |
| 1. principle of diminishing marginal utility | 1. the amount by which the quantity supplied is higher than the quantity demanded. |
| 1. Complementary good | 1. the amount by which the quantity demanded is higher than the quantity supplied |
| 1. Initiative | 1. At this price, neither a surplus nor a shortage exists. |
| 1. Entrepreneur | 1. The most amazing teacher who currently educates at spectrum academy, has ever been at spectrum, or will ever be at spectrum. |

Section 2: Short Answer – Please answer the following questions with a few words or a full sentence. (3 points each)

1. What are 3 reasons someone would want to become an Entrepreneur?
2. What are the 7 qualities of an entrepreneur?
   1. Inner Drive to Succeed
3. What is the purpose of a business model? (Why would you need one?)
4. What things can cause a demand curve to SHIFT? (Move left or right – BITER)
5. What things can cause a supply curve to SHIFT? (Move left or right – STONER)
6. Please show a Change in Quantity supplied and quantity demanded due to a change in price using the following graphs. (5 Points Each)

