

Correct answers Questionnaire for players: To check if awareness of entrepreneurship increases by gameplay

(f) = false answer; (r) = right answer

1. In order to establish, develop and manage a construction company, certain entrepreneurial skills are required. Which of the listed skills does NOT belong to these?

- Use resources responsibly (f)
- Personnel costs as low as possible (r)
- Believe in yourself (f)
- Creativity (f)
- Ethical and sustainable thinking (f)

2. As an entrepreneur you must above all be active. What aspects are involved?

- Many employees as possible, earn and spend money (f)
- A big house, a fast car and a fashion model (f)
- Only organic food and branded clothing (f)
- Several holiday trips per year (f)
- Only learn what you are particularly interested in (r)

3. Even as an entrepreneur you have to learn. What does that mean?

- Use only the knowledge from the master school or university (f)
- Mainly drawing knowledge from the Internet (f)
- Reflect on activities and learn from experience (r)
- Secretly spy on other entrepreneurs (f)
- Independent work, making decisions, taking responsibility (r)

4. Which of the aspects for entrepreneurial success mentioned below is NOT correct?

- Construction (f)
- Opportunity (f)
- Profit maximisation (r)
- Planning (f)
- Calculate risk (f)

5. When developing a PowerPoint presentation to convince potential investors to participate in a new construction project, you have to take into account a few principles. Which of the listed principles is WRONG?

- Rational and concrete examples (f)
- Only 3 key messages (f)
- Good contrast between text and background (f)
- Accompany all slides with music or sounds (r)
- Strong introduction (f)

6. In order to conduct a convincing sales pitch as an entrepreneur, there are a number of aspects you need to consider. Find out which of the listed aspects does NOT belong to them.

- Enthusiasm and empathy (f)
- Presentation of your service as a customer benefits (f)
- Preparation for queries from the customer (f)
- Persistence to get a definite yes or no (f)
- not to listen to the customer, prefer to speak for yourself (r)

7. There are two simple principles to negotiate with the customer. What are they?

- To be quiet and to know your price (r)
- Meet the customer immediately in terms of price and promise higher performance (f)
- To point out to the customer the scarcity of time and to highlight your high costs (f)
- Complaining to customers about the high costs and legal requirements (f)
- Not letting the customer have his or her say and taking him or her by surprise (f)

8. To enhance the reputation of your company, you can use a simple method. What is it?

- Give the customer a valuable piece of jewelry (f)
- Ask the customer for a recommendation (r)
- Grant the customer at least 20% discount (f)
- Demand the customer to write a comprehensive report about your work in the local newspaper (f)
- Fix your company sign on the customer's car during the work (f)

9. To build sustainably, only certain building materials should be used. Which belong to these?

- If possible only solid concrete materials (stability) (f)
- As many plastics as possible (easy to maintain) (f)
- As much steel and glass as possible (modern design) (f)
- If possible only ecological building materials from regional production (r)
- Use as much tropical timber as possible (aid for South America) (f)

10. For many construction projects, special machinery and vehicles must be used. What properties should they have?

- They should be as forceful as possible (speed) (f)
- They should be as cheap as possible (economy) (f)
- They should be as expensive as possible (values) (f)
- As few employees as possible should be able to operate them (responsibility) (f)
- They should cause as little environmental harm as possible (ecology) (r)

11. An employee makes a suggestion for improving work productivity. Which entrepreneurial skills are NOT addressed here?

- Entrepreneurial selfishness (r)
- Be curious and open (f)
- Identify, create and seize opportunities (f)
- Be innovative (f)
- Recognise the value of ideas (f)

12. How should the entrepreneur behave towards a customer where an employee has made a handicraft mistake?

- He should deny everything to the customer (f)
- He should blame the customer himself for the mistake (f)
- He should tell the customer the truth and correct the error (r)
- He should tell the customer not to be so critical (f)
- He should declare to the client that he will fire the employee (f)

13. To realize larger objects, you have to plan in much more detail than for the construction of individual houses. With which tool can you do this?

- With a special Linux computer (f)
- With a GPS bulldozer (f)
- By using Building Information Modelling (BIM) (f)
- With a gantt chart (r)
- With a construction site diary (f)

14. For all construction projects you also has to deal with financial, tax and legal aspects. Which is NOT one of them?

- Cash flow calculation (f)
- Loan rate calculation (f)
- Penalties for fire safety violations (r)
- Organisation of accountancy (f)
- Monitoring building processes (f)

15. Playing the game, you will learn/you have learned about ethical and sustainable thinking and the so called "The Logic Model". What elements does this model contain?

- Recognize → wait → act → see (f)
- Request → processing → offer → order → implementation (f)
- Sunrise → Work → Break(s) → Work → Sunset (f)
- Resources/Input → Activities → Outcome → Outputs → Impact (r)
- Recognize → learn → test → practice (f)

16. In many construction projects there are organisational difficulties. Which one is NOT part of it?

- The available processing time is very tight (only a few days) (r)
- The building object is located in a flood area (f) Situatiion
- The condition of the subsoil is unfavourable for the scaffolding (f)
- There are too many employees in the building office (f)
- The price of diesel is too high (f)

17. Situation: one of your best construction managers has a private problem. How should you act as a responsible entrepreneur?

- Fire the manager without notice, hire another (f)
- Listen actively, ask discreet questions, offer help, if wanted (r)
- Assemble a team and give advice to the manager (f)
- First listen and explain that it is the manager's private affair (f)
- Take the manager to a psychologist immediately (f)

18. Situation: The completion of a construction project is delayed by the Corvid 19 pandemic. How should an entrepreneur NOT act in this situation?

- Defining problems, developing and implementing ideas (f)
- Protect your own health and that of your employees and customers (f)
- Guiding and directing protective measures (f)
- Motivating customers to continue working through discounts and employees through bonuses (r)
- Analysis of the situation, make calm decisions, use opportunities (f)

19. Situation: You receive an order that is actually too big for your company. What can you as an entrepreneur do to fulfil the order?

- Putting together a large team of own, but unqualified employees (f)
- Cooperation with qualified companies (networking) (r)
- Forcing employees to work faster (f)
- Where the customer cannot see it, deliver less quality (f)
- Perform the order only partially and then renegotiate it (f)

20. Situation: In your company an African skilled worker is mobbed by the customer. How do you react as an entrepreneur?

- You make clear to the customer that you accept the diversity of people in your company (r)
- You apologize to the customer for the African (f)
- You ask your employees to frighten the customer (f)
- You accuse the African of provoking the customer and fire him (f)
- You act as if you haven't heard about it (f)