

ENTR 5: Mega Fill-In-The-Blank

There are 24 vocabulary words listed below in the word bank. These are many of the entrepreneurship terms that you should know from ENTR 5. Each of the words is used once and only once in the blanks that appear below. I suggest that you use the review sheets and the text to help you fill in the blanks.

Word Bank

2/10 Net 30	Gantt Chart	Strategic Plan
Authoritarian	Inventory Shrinkage	Tactical Plan
Cash Budget	Logistics	Theory X
Creditor	Obsolescence	Theory Y
Customer Service	Operational Plan	Theory Z
Delegating	Physical Inventory System	Three Cs Of Credit
Democratic	Productivity	Trade Credit
Distribution Chain	Stock Out	Warranty

- _____ A chart that shows the schedule of goals for a list of tasks.
- _____ A leadership style where a leader gives employees complete freedom to decide what tasks need to be done and how to do them.
- _____ A leadership style where a leader seeks input from employees about what tasks need to be done and how to do them but ultimately makes the final decisions.
- _____ A leadership style where a leader tells employees what needs to be done and how to do it, without seeking their advice.
- _____ A measure of business output compared to business input
- _____ A promise that a product or service meets certain standards.
- _____ A system of keeping track of inventory by completing an actual count at the end of the month.
- _____ A type of plan that includes the day-to-day activities of a business; created by low-level managers.
- _____ A type of plan that lays out tactics for achieving medium-term goals; created by mid-level managers.

_____	A type of plan that outlines a broad course of action to achieve a long-term goal; created by top-level managers with a big-picture view.
_____	An example of trade terms where you would get a 2% discount for paying cash within 10 days
_____	Character, capacity, collateral.
_____	Concerned with materials handling, shipping and receiving, storage and warehousing, transportation, and terms of delivery for products.
_____	Includes courtesy, respect, prompt attention, knowledgeable employees, and credibility; this builds customer loyalty.
_____	Includes forecasted and actual cash inflows and outflows.
_____	Occurs when Items in inventory are no longer popular with customers.
_____	Products move from manufacturer to wholesaler to retailer to consumer.
_____	Someone who lends money.
_____	These managers assume employees are lazy and cannot be trusted; they use authoritarian management style.
_____	These managers motivate workers through group decision making and teams.
_____	These managers trust and respect employees; they use both the democratic and delegating management styles.
_____	When a business runs out of inventory for a particular product
_____	When businesses buy goods or services from other businesses using special credit terms.
_____	When inventory becomes damaged, gets stolen, or has to be thrown away.