SHORT CONSTRUCTED-RESPONSE — SCORING GUIDE

Topic 1.1: What Is Entrepreneurship? Traits and Work Habits

Std: 01.01, 02.03 | Process: CR 02.02, CR 09.07, CR 09.09 | Portfolio: Milestone 1 · Build Step 1

Short Constructed-Response — Scoring Guide (8 points total)

Format: define · identify · explain

Part 1 — Define + identify (2 pts)

- **1 pt:** Defines entrepreneurship as organizing resources to start and run a business and taking the risk for the chance at profit.
- **1 pt:** Identifies Lior as the entrepreneur (she invested her own money and keeps the profit or loss; Dev earns a wage).

Part 2 — Two traits with evidence (2 pts)

- **1 pt each**, trait + matching evidence. Accept: initiative (started Porch Pantry on her own), risk tolerance (spent $200 before a single sale), persistence (came back after the rainy weekend), adaptability or creativity (added group-text pre-orders after the bad weekend).

Part 3 — Risk and reward (2 pts)

- **1 pt — risk:** Lior can lose her $200 or earn nothing on a rainy weekend; Dev is paid for every hour he works.
- **1 pt — reward:** Lior keeps all the profit when she sells out and makes her own decisions; Dev's pay is capped at his hourly wage.

Part 4 — Work habit (2 pts)

- **1 pt:** Names a work habit (organization, time management, follow-through, customer focus, self-discipline, continuous learning).
- **1 pt:** Explains why it matters for Porch Pantry (e.g., organization to track pre-orders and restock; follow-through so parents who pre-order actually get their snacks).

Common mistakes / scoring notes

- Calling Dev an entrepreneur because he "works hard" or "earns money". Effort and income aren't the test; ownership and risk are.
- Naming a trait with no evidence from the scenario. No evidence, no point.
- Listing a risk Dev also has (e.g., "it's hot outside"). The risk has to be one Dev doesn't carry.

An independently created educational resource for high school Entrepreneurship. Not affiliated with or endorsed by any state department of education.