

Discussion Questions on Entrepreneurship, Economics, Business Management & Leadership

1. Leadership takes many forms in business and in organizations. How would you characterize the leadership styles of Nicole Klaas and Miles Getko? Who would you rather work for? What types of people would perform best under their leadership? Who do you think would perform worse?
2. Family-run businesses are sometimes considered jinxed by the “third generation curse”--the idea that the third (or sometimes second) generation lacks the business savvy to grow, nurture or efficiently manage an enterprise founded by the first generation. Is this curse in play with NP Enterprises?
3. How does the obligation that Nicole feels to carry on the family business influence her decisions about her life in the real world? How does this impact her sense of happiness and self worth?
4. The head of NP Enterprises is a woman. Does the fact Nicole is a female CEO influence the way others treat her in the business?
5. Economist Israel Kirzner defines entrepreneurship as the process of discovering new opportunities to produce innovative goods and services in the market. Is Nicole Klaas an entrepreneur? Is Rolf Hackett an entrepreneur? What about Miles Getko?
6. Social enterprises are businesses that exist primarily to serve a social purpose, such as reducing poverty, providing jobs for ex-offenders or the unemployed (or underemployed), or addressing environmental challenges. To what extent is NP Enterprises a social enterprise? What role does NP Software play in the larger business organization or social mission of NP Enterprises?
7. How does NP Enterprise’s supply chain network achieve its goal of providing toys to children from low-income households? How is this coordinated?
8. Are toys “produced” in the North Pole? Should they?

SR Staley, *St. Nic, Inc.*

(Southern Yellow Pine Publishing, 2014)

www.srstaley.com; www.syppublishing.com

9. What are the story analogues in *St. Nic, Inc.* to the mythical images of Santa Claus, flying reindeer, Santa's sleigh, Santa's workshop, and elves?
10. What is the source of "value" created by NP Enterprises? NP Software? How are they similar or different?
11. One of the central characteristics of market economies is their ability to coordinate resources efficiently through the market prices and the profit and loss system. Are these elements evident in the description of NP Enterprises, NP Software, or the economy of the North Pole?
12. Economists such as Nobel Prize winner F.A. Hayek have also noted that market economies work because they solve a "knowledge problem"--determining what to produce, for whom, and at what price. How does NP Enterprises solve the knowledge problem as a social enterprise?
13. In theory, which enterprise--NP Software or NP Enterprises--should be more effective at addressing the knowledge problem? Why? What implications does this have for market efficiency? Social welfare?
14. What role do little people play in the economy of the North Pole? Historically, what groups in U.S. or world have migrated to lands for better economic opportunities?
15. What role does discrimination play in the decisions of little people to move to the North Pole? How does this differ from the circumstances surrounding Jeff Wells or Nicole Klaas?
16. Does migration enhance labor market efficiency or compromise it? How is this evident in *St. Nic, Inc.*?