

ENTREPRENEURIAL QUESTIONNAIRE

Questions About Yourself:

Under each Question, choose the answer which best describes your thoughts and attitudes. Be honest with yourself!

1. Are you a self-starter?

- A. I like to do things on my own. Nobody has to push me.
- B. If someone gets me started, I keep going.
- C. I like it better if someone else starts a project and I join in.

2. How do you feel about other people?

- A. I have a lot of friends and I like to be with them a lot of the time.
- B. I really don't need anyone else in order to enjoy myself or my work.
- C. I like people. I can get along with most people I meet.

3. How do you feel about leading others?

- A. I can give orders if someone else tells me what should be done
- B. I like it better if I can work with a group of people
- C. I can get most people to do the work I want them to do.

4. What is your approach to responsibility?

- A. I like to take charge of things and get them going well.
- B. I can manage things if I have to, but I prefer it if someone else is responsible.
- C. I'd rather let the other people around take the responsibility if they want it.

5. What is your view of organising things?

- A. I like to plan things as they come along, not in advance.
- B. I like to have a plan before I start. I usually make lists of what is required.
- C. Sometimes I make a plan or a list, but not always.

6. How do you feel about working hard?

- A. I can work hard, but I don't want to work overtime everyday.
- B. I work just as hard as the next person.
- C. I keep going as long as I need to. I don't mind working hard for something I want.

7. How do you handle decisions?

- A. I can make up my mind quickly if I have to.
- B. I can make decisions if I have plenty of time to think about it.
- C. I don't like to make decisions in case something goes wrong.

8. When something turns out to be more difficult than you expected, what do you do?

- A. I stop. Why waste anymore time.
- B. I don't let anything stop me if I have made up my mind to do something.
- C. I usually finish what I start but it depends if it goes well.

9. How much energy do you have?

- A. I have enough energy for the things I like to do.
- B. I have enough energy, but I do need my regular sleep.
- C. I never run out of energy.

Your Score:

Add up the answers you have chosen as follows:

1. **A = 3, B = 2, C = 1**
2. **A = 1, B = 3, C = 2**
3. **A = 2, B = 1, C = 3**
4. **A = 3, B = 2, C = 1**
5. **A = 1, B = 3, C = 2**
6. **A = 2, B = 1, C = 3**
7. **A = 3, B = 2, C = 1**
8. **A = 1, B = 3, C = 2**
9. **A = 2, B = 1, C = 3**

If your score adds up to more than 25 points:

You probably would enjoy setting up your own business because it is a job that requires a lot of hard work, energy and overtime.

If your score is between 18 and 24 points:

You might not enjoy doing it all alone. So if you want to start a business, you might look for a partner who is good in the areas where you think you may require some support.

If your score is between 9 and 17 points:

You might not enjoy running an entrepreneurial business. You might prefer to work for someone in a bigger business, or in a job which has a lot of people around you.