## Entrepreneurial behaviours and characteristics

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | *Behaviours and characteristics* | *Examples and evidence* | 1 | 2 | 3 | 4 |
| 01 | *As a child, I had a paper round, washed cars or ran another small enterprise.* |  |  |  |  |  |
| 02 | *I am able to translate ideas into concrete tasks and actions.* |  |  |  |  |  |
| 03 | *I am not easily discouraged and I persist when faced with major obstacles.* |  |  |  |  |  |
| 04 | *I am willing to make sacrifices to gain long-term rewards.* |  |  |  |  |  |
| 05 | *I get tired of the same routine every day.* |  |  |  |  |  |
| 06 | *I have a reputation for being stubborn.*  |  |  |  |  |  |
| 07 | *I have always enjoyed spending much of my time alone.* |  |  |  |  |  |
| 08 | *I often see trends, connections and patterns that are not obvious to others.*  |  |  |  |  |  |
| 09 | *I prefer working with the difficult but highly competent person to working with someone who is congenial but less competent.*  |  |  |  |  |  |
| 10 | *I recover quickly from emotional setbacks.*  |  |  |  |  |  |
| 11 | *I usually keep resolutions made the New Year.*  |  |  |  |  |  |
| 12 | *I would willingly take dip deeply into my savings – and possibly lose it all – if I could see a chance to go it alone.* |  |  |  |  |  |
| 13 | *When I am interested in the project, I tend to need less sleep.* |  |  |  |  |  |
| 14 | *When I want something, I keep the goal clearly in mind.* |  |  |  |  |  |
| 15 | *When I was growing up, I was more of a risk taker than the cautious child.* |  |  |  |  |  |

Total your score for the 15 items.

* If the total is more than 50, you have a strong entrepreneurial tendency.
* If you have a score of more than 30 and less than 50 you have good entrepreneurial possibilities; your chances of starting a successful entrepreneurial business are good, providing you have the motivation and drive.
* If you have a score below 30, you probably do not have much entrepreneurial potential.

Now go back over each question, considering any changes you make to become more or less entrepreneurial, depending on your own career interests, aspirations and expectations.