

Entrepreneurial Competency Questionnaire

How well the statement describes you?

- 5 - Very well
- 4 - Well
- 3 - Somewhat
- 2 - Very little
- 1 - Not at all

1. I look for things that need to be done.
2. I like challenges and new opportunities.
3. When faced with a difficult problem, I spent a lot of time trying to find a solution.
4. When starting a new task or project, I gather a great deal of information.
5. It bothers me when things are not done well.
6. I give much efforts to my work.
7. I find ways to do things faster.
8. I plan a large project by breaking it down into smaller tasks.
9. I think of unusual solutions to problems.
10. I feel confident that I will succeed at whatever I try to do.
11. I tell others when they have not performed as expected.
12. I get other to support my recommendations.
13. I develop strategies to influence others.
14. No matter who I am talking to, I'm good listener.
15. I do things that need to be done before being asked by others.
16. I prefer activities that I know well and with which I am comfortable.
17. I try several times to get people to do what I would like them to do.
18. I seek the advice of people who know a lot about the problem or tasks, I am working on.
19. It is important to me to do a high quality job.
20. I work long hours and make personal sacrifices to complete jobs on time.
21. I am not good at using my time well.
22. I think about the advantages and disadvantages of different ways of accomplishing things.
23. I think of many new ideas.
24. I change my mind if others disagree strongly with me.

25. If I am angry or upset with someone, I tell that person.
26. I convince others of my ideas.
27. I do not spend much time thinking about how to influence others.
28. I feel resentful when I don't get my way.
29. I do things before it is clear that they must be done.
30. I notice opportunities to do new things.
31. When something gets in the way of what I am trying to do, I keep on trying to accomplish what I want.
32. I take action without seeking information.
33. My own work is better than that of other people I work with.
34. I do whatever it takes to complete a job.
35. It bothers me when my time is wasted.
36. I try to think of all the problems I may encounter and plan what to do if each problem occurs.
37. Once I have selected an approach to solving a problem, I do not change that approach.
38. When trying something difficult or challenging, I feel confident that I will succeed.
39. It is difficult for me to order people to do things.
40. I get others to see how I will be able to accomplish what I set out to do.
41. I get important people to help me accomplish my goal.
42. In the past, I had failures.
43. I take action before it is clear that I must.
44. I try things that are very new and different from what I have done before.
45. When faced with a major difficulty, I quickly go on to other things.
46. When working on a project for some, I ask many questions to be sure I understand what that person wants.
47. When something I have been working on is satisfactory I do not spend extra time trying to make it better.
48. When I am doing a job for someone, I make a special effort to make sure that person is satisfied with my work.
49. I find ways to do things for less cost.
50. I deal with problems as they arise, rather than spend time trying to anticipate them.
51. I think of many ways to solve problems.

52. I do things that are risky.
53. When I disagree with others, I let them know.
54. I am very persuasive with others.
55. In order to reach my goals, I think of solutions that benefit everyone involved in a problem.
56. There have been occasions when I took advantage of some.
57. I wait for direction from others before taking action.
58. I take advantage of opportunities that arise.
59. I try several ways to overcome things that get in the way of reaching my goals.
60. I go to several sources to get information to help with tasks or projects.
61. I want company I own to be the best of its type.
62. I do not let my work interfere with my family or personal life.
63. I get the most I can out of the money I have to accomplish a project or task.
64. I take a logical and systematic approach to activities.
65. If one approach to a problem does not work, I think of another approach.
66. I stick with my decisions even if other disagree strongly with me.
67. I tell people what they have to do, even if they do not want to do it.
68. I can not get people who have strong opinions or ideas to change their minds.
69. I get to know people who may be able to help me reach my goals.
70. When I don't know something, I don't mind admitting it.