



Chapter 1

EVALUATE YOUR ENTREPRENEURIAL ATTITUDE



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Please answer the following questions in order to evaluate your entrepreneurial attitude!

1. SELF-CONFIDENCE

Definition: Confidence in that oneself is capable of doing a task correctly or acting appropriately to perform a job or solve a problem.

Question: Do you perform safely your daily tasks?

- Yes No

2. SELF-CONTROL

Definition: Ability to express tranquility in an adverse situation. It also involves exercising control of one's emotions and avoiding negative reactions to situations of stress, opposition or hostility.

Question: Do you manage to transmit calm to the people around you and to maintain control in adverse situations?

- Yes No

3. COMMUNICATION

Definition: Ability to understand and express messages in oral, written and non-verbal format, in any context.

Question: Do you mind to confirm if you have understood correctly the messages that people ask you?

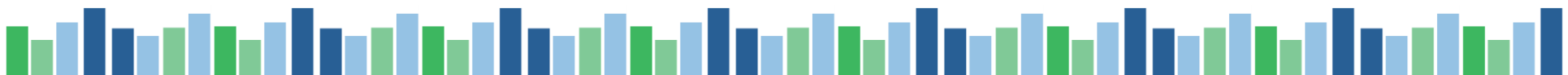
- Yes No

4. CREATIVITY AND INNOVATION

Definition: Ability to propose new resources, ideas and methods and to materialize them in actions.

Question: Do you normally propose and find new ways to do things?

- Yes No



5. COMPLIANCE WITH NORMS AND TASKS

Definition: Ability to adapt to social and organizational conditions, committing to the agreed tasks.

Question: Do you generally meet the tasks agreed in quality and within the agreed deadline?

- Yes No

6. CAPACITY FOR PLANNING AND ANALYSIS

Definition: Belief in one's own capabilities to design goals and objectives with the available resources and time limits.

Question: Do you set realistic goals always taking into account the resources you have?

- Yes No

7. DIGITAL COMPETENCE

Definition: Ability to use your personal or acquired computer and IT skills at a basic level in order to manage your own business.

Question: Do you have the computer skills necessary to properly manage your business?

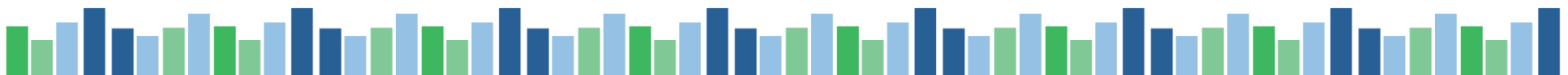
- Yes No

8. LEADERSHIP

Definition: Capacity to transform your dreams into reality, and ability to inspire others to realize their dreams as well.

Question: Do you consider yourself an inspirational or influential person with the ability to transform your surroundings and the people in it?

- Yes No



9. TEAMWORK

Definition: Ability to cooperate with other entrepreneurs leading to a complementary vision, in order to achieve the planned objectives of the business.

Question: Can you meet your goals working on a team, and do you have the ability to contribute your ideas to a group?

- Yes No

10. BUSINESS ORIENTED

Definition: Ability to promote your own business idea, as well as sell the product and/ or service offered in order to establish and build relationships with customers.

Question: Do you have skills to persuade potential customers about the benefits of your product or service?

- Yes No

If you answered 'Yes' to 80% of this questionnaire (8 out of 10 questions), it means that you probably have the right skills and capabilities to transform your life and start a business.

Let nothing stop you from fulfilling your dream of starting a business!

