

# Results

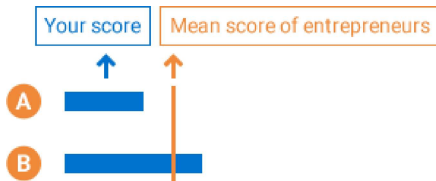


## How to interpret your results?

Your results are displayed with blue horizontal bands. A red vertical band shows the mean score of entrepreneurs.

- A** If the horizontal range of your results does not exceed the vertical range, it means that your results for this dimension are below the average obtained by entrepreneurs.
- B** If the horizontal range exceeds the vertical range, your results are above average.

Example:



## Your results

### General profile

147

### Your motivations

Motivations are factors that determine behaviour. They are the underlying reasons that induce someone to act.

Minimum score: 19

Average score: 62

Maximum score: 76

49

### Your aptitudes

Aptitudes are where you tend to lean, along with the skills and abilities you pick up along the way. There are aptitudes that will predispose you toward entrepreneurship.

Minimum score: 20

Average score: 67

Maximum score: 80

63

### Your attitudes

Attitudes are made up of perceptions, our feelings about something. They are judgements we make, ways we look at things.

Minimum score: 11

Average score: 37

Maximum score: 44

35

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## Your motivations

Motivations are factors that determine behaviour. They are deep-rooted reasons that lead a person to act.

Minimum score: 19

Average score: 62

Maximum score: 76

**49**

## Need for achievement/success

The need for achievement translates into the desire to progress, excel and perform. The person with this characteristic likes to set goals and receive feedback. They are trying to achieve their personal best. These people often have a strong desire to compete, but mostly with themselves.

Minimum score: 5

Average score: 17

Maximum score: 20

**11**

## The lure of power/control

People who want power and control are often driven by a desire to lead and influence. More specifically, these people like to organize and mobilize people and resources. They also like the admiration and social status it brings them.

Minimum score: 5

Average score: 17

Maximum score: 20

**17**

## Need for challenges / ambition

Challenge and ambition are closely related to the need to achieve. These people are constantly looking for ways to take on difficult projects, achieve their dreams. They have a constant need to learn.

Minimum score: 5

Average score: 16

Maximum score: 20

**11**

## Self-sufficiency / freedom

People who are looking for independence and freedom want to be their own boss and be able to make their own choices, set their own constraints - in short, make decisions independently.

Minimum score: 4

Average score: 12

Maximum score: 16

**10**

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## Your aptitudes

Aptitudes are natural inclinations, competencies, abilities. Certain aptitudes predispose someone to be an entrepreneur.

Minimum score: 20

Average score: 67

Maximum score: 80

**63**

#### **Perseverance / determination**

Perseverance is demonstrated by persisting in one's efforts, constant determination to find solutions to problems. People who persevere and are determined will display tenacity and are able to bounce back quickly.

Minimum score: 4

Average score: 14

Maximum score: 16

**15**

#### **Self-confidence/enthusiasm**

Self-confidence gives us a belief in our abilities and helps us take pride in ourselves. A self-confident person knows their own worth and is optimistic that they can succeed.

Minimum score: 4

Average score: 13

Maximum score: 16

**11**

#### **Tolerance towards ambiguity / resistance to stress**

This is an important characteristic in an entrepreneurial profile. People who can tolerate ambiguity are able to handle and manage the stress created by uncertainty. They are very adaptable.

Minimum score: 6

Average score: 19

Maximum score: 24

**18**

#### **Creativity/imagination**

Creativity emerges through our ability to be curious, to anticipate things and to develop various ways to solve a problem.

Minimum score: 6

Average score: 21

Maximum score: 24

**19**

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### **Your attitudes**

Attitudes are made up of perceptions, our feelings about something. They are judgements we make, ways we look at things.

Minimum score: 11

Average score: 37

Maximum score: 44

**35**

#### **A belief in their ability to influence destiny**

Some people attribute their success to luck, others to hard work. Those with an entrepreneurial profile tend to believe they have the power to influence events through their actions.

Minimum score: 6  
Average score: 20  
Maximum score: 24

**18**

## Action-oriented

At his or her core, a business owner is action oriented. Some common traits among business owners are an eagerness to act and a diligence to carry out those actions. For them, it's that action that is the key to success.

Minimum score: 5  
Average score: 17  
Maximum score: 20

**17**

## Note

This questionnaire was prepared on the basis of research and observations of the characteristics of Canadian entrepreneurs in all industry sectors. On average, entrepreneurs tend to obtain overall results that are higher than those of the general population, and this for all characteristics. Granted, the mere fact of obtaining – or failing to obtain – results in line with those of entrepreneurs is not enough to indicate your potential as an entrepreneur. Many other factors come into play, including your personal circumstances, your milieu, your experience, timing, etc. What these results will do, however, is allow you to compare your answers to those of a group of entrepreneurs, and to note where they are the same and where they are different.