


### **Assignment 3**

**Undertake self-assessment test to discover your entrepreneurial traits.**

#### **conclusion**

In conclusion, the self-assessment test provides valuable insights into your entrepreneurial traits. By evaluating your risk tolerance, creativity, initiative, decision-making, perseverance, leadership, adaptability, financial literacy, networking, and passion, you gain a clearer understanding of your strengths and areas for development. Use this information to cultivate your entrepreneurial mindset, capitalize on your strengths, and proactively address areas that may benefit from further growth. Remember, entrepreneurship is a dynamic journey, and continuous self-reflection is key to ongoing personal and professional development.



# Results

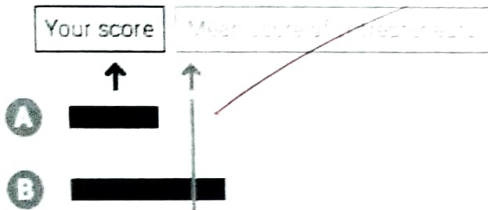


## How to interpret your results?

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

168



### Your motivations

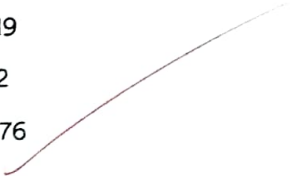
Motivations are factors that determine behaviour. They are the underlying reasons that induce someone to act.

Minimum score: 19

Average score: 62

Maximum score: 76

59



## 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

70

## 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

39

## 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

59

## 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

17

## 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

16

## 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

9

## 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

70



### **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

**14**

### **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

**14**

### **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

**19**

### **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

**23**

## 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

39

## 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

23

## 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

16

## 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.

# To what degree do the statements below correspond to you?

1: Totally disagree, 2: Somewhat disagree, 3: Somewhat agree, 4: Totally agree.

	1	2	3	4
1. I like to give myself challenges when I take on a new project	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2. I am fairly at ease in difficult situations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3. Where others see problems, I see possibilities	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4. I always worry about what others will think before doing something important	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5. I am fairly curious and I am continually in search of discovery	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6. I am a lot less effective in stressful situations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7. I want to build something that will be recognized publicly	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8. When faced with difficulties, I look for alternative solutions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
9. For me, what counts is action	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10. For me, it is possible to	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>





## To what degree do the statements below correspond to you?

1: Totally disagree, 2: Somewhat disagree, 3: Somewhat agree, 4: Totally agree.

	1	2	3	4
11. I am capable of imagining how we can make things work	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
12. When I take on a project I have confidence that I will carry it out successfully	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
13. I shoot for excellence in everything I do	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
14. According to me, we somehow make our own luck	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
15. In general, I distrust my instincts	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
16. I have no problem working for someone else	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
17. I try to be the first or the best in my area of competency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
18. For me, taking risks is like buying a lottery ticket: it's a question of chance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
19. I am capable of seeing many solutions to a problem	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
20. I prefer having the final say	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

# To what degree do the statements below correspond to you?

1: Totally disagree, 2: Somewhat disagree, 3: Somewhat agree, 4: Totally agree.

	1	2	3	4
21. I always try to learn lessons from my failures	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
22. For me, everything is possible if I believe I can do it	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
23. I prefer using the good old ways of doing things	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
24. Success is mostly luck	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
25. A certain level of stress stimulates me	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
26. It is easy for me to motivate others to work with me	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
27. I often feel stuck by a difficult situation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
28. I can easily imagine many ways to satisfy a need	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
29. After a failure, I am able to pick myself up and start over	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
30. I am not always ready to make sacrifices in order to succeed	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

# To what degree do the statements below correspond to you?

1: Totally disagree, 2: Somewhat disagree, 3: Somewhat agree, 4: Totally agree.

	1	2	3	4
31. I don't like to influence others	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
32. To be satisfied with myself, I take on easy projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
33. When I take on a project, I am not always convinced that I can carry it out successfully	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
34. I like to lead others	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
35. I always try to take calculated risks	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
36. I have a hard time functioning in uncertain or ambiguous situations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
37. I am always in the midst of launching new projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
38. I have a hard time anticipating events, trends	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
39. I really enjoy situations where there are rules to respect	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
40. Today, without a lot of money, we can not take on a whole lot	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

# To what degree do the statements below correspond to you?

1: Totally disagree, 2: Somewhat disagree, 3: Somewhat agree, 4: Totally agree.

	1	2	3	4
41. Being too ambitious is often perceived poorly	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
42. I have a tendency to put off difficult tasks until later	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
43. I am the kind of person to see the glass as half empty instead of half full	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
44. There is a time for thought but action is more important	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
45. I am not afraid to take on initiatives	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
46. No matter what we do, it doesn't depend on us	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
47. I prefer being my own boss	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
48. I don't consider myself more ambitious than others	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
49. I always give the best of myself in everything I do	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
50. I manage my stress well in ambiguous and uncertain situations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>



**52. Have you ever worked for yourself?**

☒ Yes

☐ No

**53. What is your occupation/profession**

☐ Company owner-senior executive

☐ Self-employed

☐ Upper management

☐ Salaried position – Full-time

☐ Salaried position – Part-time

☐ Professional

☐ Agricultural worker or producer

☐ Mid-level management

☒ Student

☐ Unemployed

☐ Other (specify)