

Results

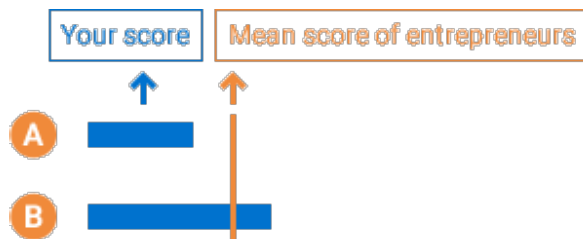


How to interpret your results?

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

160

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

63

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

65

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

34

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

63

Need for achievement / success

The need to achieve is demonstrated by a desire to progress, excel, perform. A person who has this characteristic likes to set his own objectives and get feedback about what he is doing to excel. Such people are often very competitive, especially with themselves.

Minimum score: 5

Average score: 17

Maximum score: 20

16

Power / control appeal

People who like power and control are often imbued with the desire to lead and influence. In concrete terms, such people want to organize and coordinate actions and mobilize resources. They also like to arouse admiration and acquire social status.

Minimum score: 5

Average score: 17

Maximum score: 20

19

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

18

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

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

65

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 someone a belief in his own resources and abilities, makes him proud of himself. Someone who has self-confidence knows his own value, and is optimistic about his ability to achieve.

Minimum score: 4

Average score: 13

Maximum score: 16

13

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

17

Creativity / imagination

Creativity often is evidence through someone who is curious, inquisitive, able to anticipate things and to imagine various solutions to a problem.

Minimum score: 6

Average score: 21

Maximum score: 24

20

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

34

Perception to act upon one's destiny

Some people attribute their success to luck, others attribute it to their own efforts. People with an entrepreneurial profile tend to believe they have the power to influence events by the actions they take.

Minimum score: 6

Average score: 20

Maximum score: 24

17

Action oriented

One fundamental characteristic of the entrepreneur is being action-oriented. Eagerness to take action and diligence are fairly common traits of entrepreneurs. They believe they have to act to be successful.

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.