



Hi Karthik C G,

Welcome to ETQ®

We are delighted that you took a few minutes of your precious time to take this assessment. This is the starting point of awareness about your entrepreneurial potential.

Here is your summary of the assessment.



01

# Human Thinking

Your Human Thinking is measured across three(3) thinking dimensions against four(4) outcomes relevant in an entrepreneurship scenario. The three(3) thinking dimensions are Thinking about professional connection, Thinking accurately and Presence of motivation.

The four(4) outcomes are Trustful professional relationship, Smart networks, Founder psychology and Social behaviour.



Trustful  
professional  
relationship



Smart networks



Founder  
psychology



Social behaviour

Thinking about professional connection				
Thinking accurately				
Presence of motivation				



Well Done



Improvement needed



Not applicable

## Recommendation:

- To take customer's hard feedback judiciously - when to take & how much to take.
- To understand that human minds are inherently biased when it comes to liking or disliking people, as a basis for nurturing professional relationships within your network.



- To understand that human minds are inherently biased, so creating more reflections about people/employee decisions or judgements will help.
- To understand that human minds are inherently biased when it comes to liking or disliking people, as a basis for nurturing professional relationships within your network.

# 02

## Innovation Thinking

Your Innovation Thinking is measured across three(3) thinking dimensions against four(4) outcomes relevant in an entrepreneurship scenario. The three(3) thinking dimensions are Thinking about innovation, Thinking accurately and Presence of motivation.

The four(4) outcomes are Innovation thinking, Innovation bias, Innovation demand and Entrepreneurial mind.



Innovation thinking



Innovation bias



Innovation demand



Entrepreneurial mind

Thinking about innovation				
Thinking accurately				
Presence of motivation				



Well Done



Improvement needed



Not applicable

## Recommendation:

- To challenge your ideas through independent yet believable persons on what is right for the innovation.
- To keep a balance between your business interest and making exceptions to your business interest.
- To go beyond what is easily and quickly available while doing market study on your innovation.



- To go beyond what is easily and quickly available while doing market study on your innovation.

# 03

## Risk Thinking

Your Risk Thinking is measured across three(3) thinking dimensions against four(4) outcomes relevant in an entrepreneurship scenario. The three(3) thinking dimensions are Thinking about risk, Thinking accurately and Presence of motivation.

The four(4) outcomes are Risk aversion, Comfort & Discomfort, Risk mitigation and Risk taking & decision making.



Risk aversion



Comfort & Discomfort



Risk mitigation



Risk taking & decision making

Thinking about innovation				
Thinking accurately				
Presence of motivation				



Well Done



Improvement needed



Not applicable

## Recommendation:

- To practice measuring the cost benefit of any new venture or project on a regular basis.
- To practice understanding consequences to consequences(deeper consequences) while making critical professional decisions.
- To seek feedback from a believable person when faced with a critical decision making in your startup. A believable person is someone who has done or experienced the thing in discussion at least once his/her professional life.

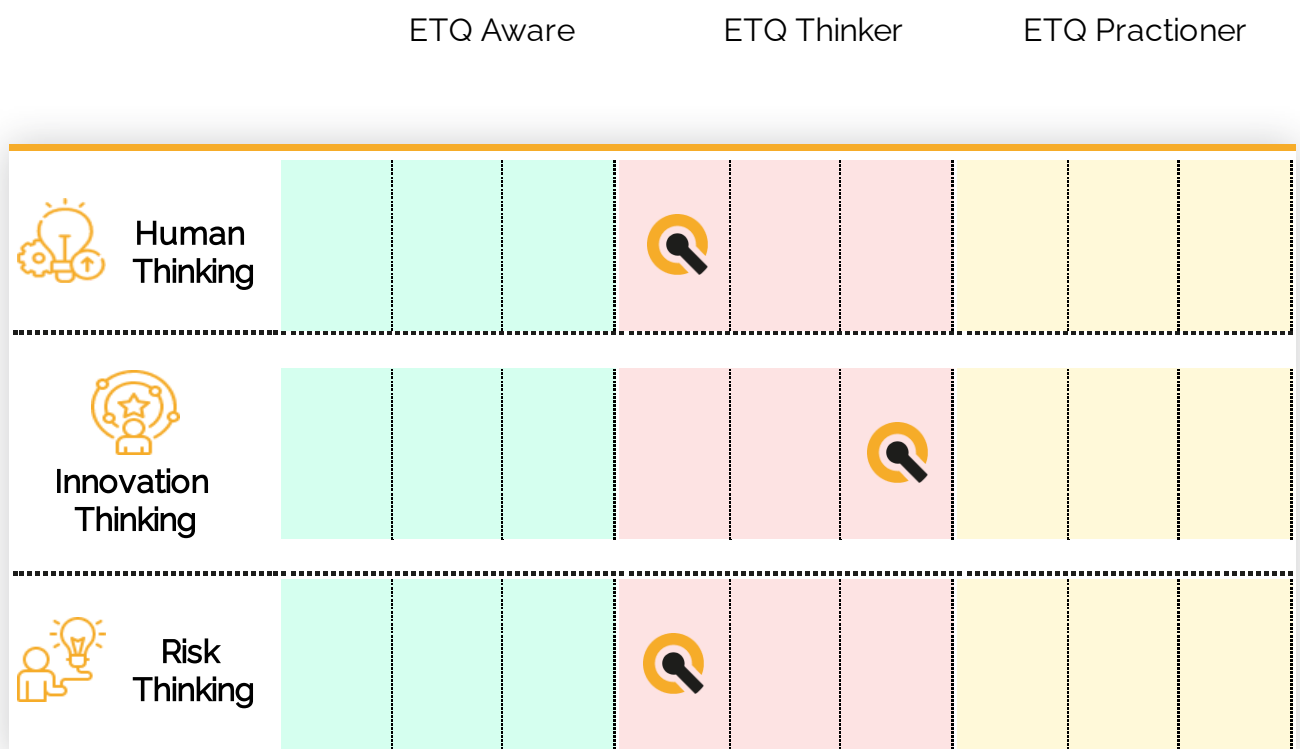


- To practice understanding consequences to consequences(deeper consequences) while making critical professional decisions.



# ENTREPRENEURIAL THINKING QUOTIENT(ETQ)

Here is your entrepreneurial potential



## Definitions

- ETQ Aware (Beginner) - Awareness about entrepreneurial potential created.
- To seek feedback from a believable person when faced with a critical decision making in your startup. A believable person is someone who has done or experienced the thing in discussion at least once in his/her professional life.
- ETQ Thinker (Middle) - Practices entrepreneurial thinking moderately. Improvements needed to realise entrepreneurial potential.
- ETQ Practitioner (Advanced) - Actively practices entrepreneurial thinking. Entrepreneurial potential developed.

We hope you enjoyed this self assessment journey and can reflect & work on some of these recommendations.



We wish you the very best in your life.



Team ETQ ®

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