

So you want to be an entrepreneur Quiz

The book "So you want to be an entrepreneur" includes a 50 question quiz that enables you to calculate your "entrepreneurial quotient" which is a fun way to work out how aligned you are to common traits and characteristics of successful entrepreneurs.

Please choose the two people in your life whose perception and judgment of you are most reliable. These are people who have known you for a long time, have your best interests at heart, but are not biased or afraid to tell you the truth as they see it. Decide now who these two people are and write them down in a list A and B.

Person A (e.g. your partner)	Person B (e.g. your best friend)

This quiz has been carefully designed by a Psychotherapist so it may seem a little "different" but follow the logic and you will get much more realistic results. Now in the following, you are person X – from now on, wherever it says X in the text, substitute your name.

Exercise 1: Preparation:

Take a moment and imagine you are person A. Imagine you enter their body and join into their experience: you look through their eyes, think through their brain, breathe through their lungs and feel through their feelings. For now, continue being person A.

As person A, you look at X. What immediately comes to your attention about X? What are the outstanding features you notice about X?

As person A, tell X your perceptions and impressions of X

What is X greatest strength? What is their greatest weakness?

As person A, tell X what you think is their greatest strength and their greatest weakness.

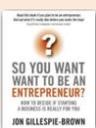
Example –

X greatest strengths are her enthusiasm and love of life. As for weaknesses, well she can be stubborn.

If X were running a business, would you invest in it? Why would you? Any reasons why you wouldn't?

As person A, tell X why you would and why you would not invest in them.

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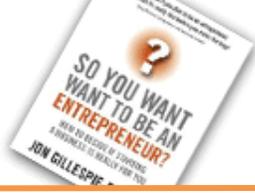
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Example –

I would invest in X as I know she would be careful with my money and would never ask for any unless she was sure she could build a good business.

My only concern is that she has not run her own business before and I am not sure how well she would do as an entrepreneur.

OK that's the "brain warm up" over, do you get the hang of the process now?

Now leave person A's body and return to yourself.

How do you respond to what you have heard? Did you hear anything unexpected?

-This is where you think a bit about how you have responded and see how this works using someone else, not yourself, to answer honestly and frankly?

The more you really entered person A's experience, the more this exercise feels like a real interaction, giving you real feedback from which you can learn.

Now you are ready to take the quiz which will take about 10 minutes. Adding up the figures for the evaluation will take about 5 minutes. When you have made sure that you will have at least half an hour of uninterrupted time, you are ready to start.

Go through the questions swiftly and give a quick "gut reaction", is X most or least like the statement.

Exercise 2: Take the entrepreneur personality quiz

To begin with, take a moment and imagine you are person B.

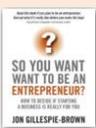
Again, imagine you enter their body and join into their experience: you look through their eyes, think through their brain, breathe through their lungs and feel through their feelings.

For now, continue being person B.

As person B, you will be asked a series of 50 questions about X (remember X is you through the 'eyes' of B – you are acting as B for this exercise).

Just put the letters M or L in the box to the right of the questions below.

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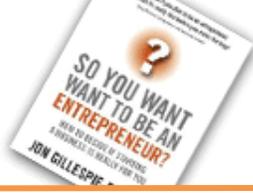
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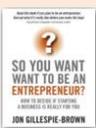
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<i>X (you) is most or least like the statement below:</i>	Your Answer Most / Least
In most things X does, s/he will keep going until it is completed.	
When X has set his/her mind on something, s/he continues even when there are obstacles.	
Once X sets an objective, s/he works towards it until the end of the day and then leaves for another time if not complete.	
X is always full of new ideas and dreams.	
X is rather afraid of standing out from the crowd or sticking her/his neck out.	
X is a creature of habit and likes to do things in the same way that s/he is used to.	
X can be very single-minded and will then shut out all other needs and influences.	
When X pursues a sport or hobby s/he gives up if s/he doesn't do well the first few times at it.	
People readily confide in X and seek him/her out for advice or a sympathetic ear.	
X is not very good at deceiving and cheating and it bothers her/him for a long time afterwards when s/he does.	
X is open and enthusiastic about her/his ideas and opinions and shares them readily with other people.	
If X believes in something, s/he is easily knocked off course by the opinions of others.	
X tends to do things right the first time, s/he doesn't change his/her approach.	
Although s/he can be a dreamer at times, most of every day X is active and on the go.	
X seems to operate on the assumption that it is better to have tried and failed than never to have tried at all.	

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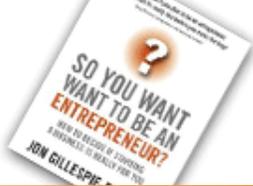
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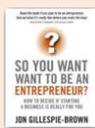
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X will often attempt to solve problems or fix things even though s/he does not have the skills for it.	
X frequently has to be spurred on and encouraged by me and others.	
X is happy to live his/her life without uncertainty and don't like making leaps of faith	
Before X makes an important decision, s/he usually asks for feedback from people s/he respects.	
If X had to choose between paying herself/himself and a staff member, s/he will pay herself/himself first.	
X is methodical and strategic and usually has a plan of action before starting a project.	
X is suspicious that others may steal or appropriate his/her ideas.	
X usually finds it hard to stand up and talk to an audience.	
X seems to feel that s/he deserves the good things in life.	
On the whole people seem to understand X clearly and easily.	
X learns more readily by doing rather than studying and reflecting.	
X acts based on clear evidence and doesn't like to make decisions otherwise even if s/he has no choice	
Beyond having a vague image, X is able to visualize future scenarios in quite some detail.	
X tends to honor her/his commitments and promises, even if it puts her/him out.	
X resorts to white lies occasionally in order to beat the competition.	
After making a decision, X sometimes wonders whether s/he made the right one.	
In order to get a good deal, X is likely to be economical with the truth.	
X gets easily frustrated if s/he doesn't receive immediate rewards for her/his efforts.	

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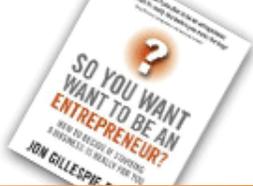
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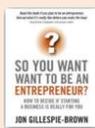
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X can get easily rattled by others and feels undermined or insecure when others disagree.	
Faced with a sudden change in plans, X can usually come up with several alternatives quickly.	
X seems to have an innate faith in life, that s/he will always land on her/his feet.	
X can get drawn into the detail of problems, losing the bigger picture.	
X is willing to take risks and bear the consequences.	
X can't openly challenge people and speak her/his mind.	
X is known to have made intuitive decisions, without much rational evidence, and on the whole they have worked out.	
X always looks for new ways of doing things and is a keen learner.	
X may make mistakes, but s/he does not get into thinking of herself/himself as a bad, deficient, incapable person.	
X tends to be focused on today rather than a long term dream.	
X will sometimes miss a meal in order to finish what s/he are doing.	
X frequently questions received wisdom and ignores advice from authorities, preferring to do her/his own thing or find out for herself/himself.	
X tends to put her/his hobbies first and does not allow work interfere with them.	
X easily gets worried about money and financial security.	
After X has an idea s/he likes to think long and hard about it before getting it started	
When things go wrong for X or s/he experiences setbacks, it tends to spur her/him on and make her/him more determined.	

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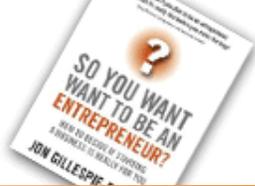
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X is not keen on surprises, and gets irritated when s/he has to change her/his plans.

On the whole people seem to understand X clearly and easily.

Remember this is just for fun!

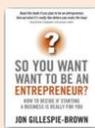
It gives you quick snapshot of how you feel now but there's no right or wrong – and most exciting of all even if you don't have a high EQ now you can learn a great deal of the traits and things you need to know – so the idea is to get a quick health check now and learn as you go along with some focus on areas for improvement.

Go the answer page and compare your answers to get your Entrepreneurial Quotient.

Credits:

This quiz was co-authored with Michael Soth. Michael Soth is an integral-relational Body Psychotherapist, trainer and supervisor (UKCP), living in Oxford, UK. He has been working for many years to bring the outdated theories and techniques of psychology and psychotherapy into the 21st century, to support individuals, groups and organizations. Details about his published writing and articles are available at www.soth.co.uk

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