

Enterprising Manager Assessment Questionnaire

Understanding your Skills and Capabilities

Instructions - Tick the description that most closely reflects your skills. Please tick only one per question.

		A	B	C	D	E	
		Not at all descriptive	Partially descriptive	More than B but less than D	Clearly descriptive	Highly descriptive	
Skills and Capabilities			A	B	C	D	E
1	I have working experience of a wide range of industries						
2	I have working experience in a wide range of job functions						
3	I have experience as a Director of a business						
4	I have prior experience of starting a business						
5	I have prior experience of growing a business						
6	I have a particular science/technical expertise						
7	I am skilled in financial analysis and planning						
8	I am skilled at selling						
9	I am skilled at marketing						
10	I am skilled at operational planning						
11	I have strong IT skills						
12	I can draw up detailed plans to convert strategy into actions						
13	I have practical experience of raising business angel finance						
14	I have practical experience of raising venture capital						
15	I have practical experience of mergers and acquisitions						
16	I have practical experience of selling a business						
17	I have practical experience of taking a company to IPO						
18	I have practical experience of winding up a business						
19	I have practical experience of turning a business around						
20	I know how to structure a venture capital deal						
21	I know how to negotiate a licence arrangement						
22	I know how to negotiate a joint venture agreement						
23	I am able to see the "big picture" and yet "roll up my sleeves" when needed						
24	I have good self-presentation skills						
25	I would be described as politely assertive						
26	I would be described as someone who adds value in a conversation						
27	I have a wide range of contacts in industry, government and academia						
28	I have contacts in the financial community to help raise funding						
29	I have prior experience of building an entrepreneurial team						
30	I would argue my case from an intellectual rather than an emotional standpoint						
31	I am seen as the life and soul of the party						

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Entrepreneurial Orientation

Instructions: for each question, tick the description that most closely reflects your orientation. Please tick only one per question

		A	B	C	D	E
		Not at all descriptive	Partially descriptive	More than B but less than D	Clearly descriptive	Highly descriptive
		A	B	C	D	E
1	I am the prime force behind generating new ideas that lead to discontinuous improvement					
2	I have often created through destroying the status quo					
3	I have been a prime force in generating new combinations of resources, leading to discontinuous improvement					
4	I have found ways to secure advantage (profit) even in highly priced competitive markets					
5	I have found ways to carry out transactions at lower than market costs					
6	I can cope with uncertainties in the market place					
7	I can often see opportunities in conditions of uncertainty					
8	I am continuously alert to new (profitable) opportunities in the market place					
9	I am confident of being able to think and make choices simultaneously					
10	I see myself as an innovator					
11	I see myself as a facilitator of change					
12	I see the primary role of the entrepreneur as one who takes advantage of different price opportunities in different markets					
13	I am an organiser of resources and commodities					
14	I am a major force of growth and technological change					
15	I am willing to take risk of bankruptcy if I believe in the opportunity because I have assessed the risk					
16	I am comfortable with making decisions in complex and uncertain conditions					
17	I am willing to invest in my opportunity as well as take decisions and risks					

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Enterprising Manager Assessment Questionnaire

Personal Integration 1

Instructions: for each question, tick the description that most closely reflects your motivation.
Please tick only one per question

A	B	C	D	E
Not at all descriptive	Partially descriptive	More than B but less than D	Clearly descriptive	Highly descriptive

Please tick the most appropriate

		A	B	C	D	E
1	I am motivated by the need for independence and being in control of major decisions					
2	I am motivated to be self-reliant and driven to achieve success in a demanding environment					
3	I am motivated by a need to avoid failure					
4	I am largely driven by ambition, e.g. achieving goals/objectives within a set time-frame					
5	I am motivated by opportunities for personal development					

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Personal Integration 2

		A	B	C	D	E
		Not at all descriptive	Partially descriptive	More than B but less than D	Clearly descriptive	Highly descriptive
<p>Instructions: for each question, tick the description that most closely reflects your motivation. Please tick only one per question.</p>		<p>Please tick the most appropriate</p>				
		A	B	C	D	E
1	I have a high level of energy and drive					
2	I am resilient – responding positively to rejection and unexpected obstacles					
3	I have a high level of commitment and determination to succeed					
4	I am quick at decision-making					
5	I have a positive conflict-handling style					
6	I am ready and able to be a jack-of-all-trades – the right attitude					
7	I have a high level of flexibility					
8	I am ready to take risks					
9	I am reliable					
10	I have an understanding of my own limitations					
11	I realise the impact of my personal characteristics and style on others					

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