

Entrepreneurship Aptitude Test

This test is meant to be a **Self test** for you to assess for yourself if Entrepreneurship is right for you. Entrepreneurship is a long, difficult yet exciting journey which requires great amount of self belief and sustained motivation in addition to keen sense of money, markets and a sense of comfort working with teams. In the bottom line, it is the grit to take on adverse circumstances, work with limited resources, for an outcome which strongly motivates you. It is about using your talents to make a difference for yourself, for those who work for you, for all stake holders and for the society. The reward, beside money and recognition, is in that "sense of setting a goal and achieving it".

Given this framework, it is possible that true grit will motivate you to appreciate the required traits and work on it to improve your edge. Many entrepreneurs have developed them through their entrepreneurial journey once they see the need. All you need is a **Fire in the Belly** to do what it takes to reach where you see yourself in the years to come.

Directions: Read each of the following situations. Then circle the answer that best suits your personality. Use your response to derive a TRAIT which would indicate how bent you are to be an Entrepreneur.

| Situation | Answer A | Answer B | Answer C |
|---|---|--|--|
| Getting Along with Others | | | |
| A friend from another college invites you to a party. You wont know many people there. | I will go! I enjoy being around all types of people and will make new friends. | I don't think I will go! I have enough friends to hang out with. | No I will not go! I like to be alone. |
| Leadership | | | |
| The student council is electing officers. They are looking for a candidate for President. | This is for me! I have got some great ideas to improve things around the college. I will work with the admin, faculty and other students. | I am good in carrying others ideas with commitment but I am not sure if I want to be the In-Charge person. | Yeah! I will be the president. Fun traveling, off-campus lunches, lecture bunks etc. |
| Risk Taking | | | |
| A friend approaches you to invest in an idea. You will either loose all your money of triple it. | Where there is a risk, there I am! I don't care if there is a sure thing. | I usually prefer a sure thing but it definitely sounds exciting. | No not at all! No risks. |
| Independence | | | |
| You family has to move to another state. You are trying to decide weather to move or stay alone in your current town. | I can look out for myself and I don't need anyone to help me. | I like to do on my own but sometimes its nice to know they were there if I needed them. | No way! I want someone to help me and be with me. |
| Self Confidence | | | |
| You are asked to take a new position. You know very little about the new job and what is required. | I can do anything and I can be anything. I don't need to know. | I am pretty sure I can do it but hope to do it right. | I don't think I can do it. I have never been any good at doing new things. |
| Determination and Perseverance | | | |
| A project you are working on is getting very difficult. | I am determined and I will make it and do it. | I will do my best but if its too hard or takes too long I don't know if I will finish. | When the going gets tough, I tend to leave it. |

| Goal Setting | | | |
|--|---|---|--|
| You are preparing for an interview and your teacher tells you they may ask about your goals. | I know where I want to be next year. In five years in ten or the rest of my life. | Goals are a good thing but I don't always stick with them. | Why waste you time setting goals. If it is mean it will happen. |
| Need to Achieve | | | |
| At your farewell party, what would people say about your contributions to the institute? | Don't know what we will do without you. You gave so much to the institute. | A good intelligent student. Always did what others asked. | Which stream were you in? We are not sure if we know you. |
| Creativity | | | |
| Your teacher is looking for someone to suggest a new fundraiser for an organization. | I am an idea machine! I have got tons or ideas I have been waiting to share. | I can add to the ideas of others, but I don't usually think up original ideas. | Me? Creative? I cant think original. |
| Decision Making | | | |
| Some major changes need to be made in your institute. Decisions need to be made quickly. | I can size up the situation and decided what's best on the spot. | I like to think about things for a little while before I make a decision. I hate to decide before I know all the details. | Decisions? I am not the one to ask. I change my mind more often than most people change clothes. |

Determining the Traits:

Entrepreneurs would have answered many of the questions as A and few B and hardly any C. Those who have a good inclination towards being an Entrepreneur would have answered many of the questions as B and few A and hardly any C.

Entrepreneurs have the following traits in various degrees. Rate yourself in terms of these traits and see how you can develop them further.

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|----------------------------------|-----------------------------------|----------------------------------|
| <input type="radio"/> Passionate | <input type="radio"/> Curious | <input type="radio"/> Purposeful |
| <input type="radio"/> Inspiring | <input type="radio"/> Risk-Loving | <input type="radio"/> Networked |
| <input type="radio"/> Trusting | <input type="radio"/> Adaptable | <input type="radio"/> Patient |
| <input type="radio"/> Visionary | <input type="radio"/> Creative | <input type="radio"/> Bold |
| <input type="radio"/> Outgoing | <input type="radio"/> Obsessed | <input type="radio"/> Rational |
| <input type="radio"/> Persistent | <input type="radio"/> Strategic | <input type="radio"/> Resilient |
| <input type="radio"/> Devoted | <input type="radio"/> Courageous | |