

Test to assess entrepreneurial competences

Objectives and how to use it

With the help of this questionnaire the trainee will be able to

- Evaluate and analyze his/her skills and competences

Description

This resource offers an questionnaire to assess the entrepreneurial competences of the trainees. It is divided into 4 sections. The trainees have to answer the questions based on a Likert-scale from 1 to 5. 1 being the highest level of disagreement and 5 being the highest level of agreement.



Test to assess entrepreneurial competences

Introduction

In the following we propose the implementation of an attitudinal test to assess your entrepreneurial competences.

In order to assess a person's entrepreneurial skills or competences, the following elements will be taken into account:

- 1. Personal competences and skills
- 2. Entrepreneurial competences
- 3. Business competences
- 4. Technical competences or skills

1. Personal competences

Please indicate your level of agreement or disagreement with the following statements, with 5 being the highest level of agreement and 1 being the highest level of disagreement.

Self-esteem

1. I know what I do well and what I can improve.	1	2	3	4	5
2. En general, I feel good about myself	1	2	3	4	5
3. I am not afraid of challenges	1	2	3	4	5
4. I know how to give and ask for support when needed	1	2	3	4	5



Self-initiativity

5. I do not get irritated easily by comments	1	2	3	4	5
6. I make decisions that affect my life on my own	1	2	3	4	5
7. I do not get influenced by other persons pressures	1	2	3	4	5
8. I am able to do what I think should be done	1	2	3	4	5

Empowerment

9. I am clear about my life goals	1	2	3	4	5
10. I consider myself a self-confident person	1	2	3	4	5
11. I know that I have the capacities to overcome my difficulties and problems	1	2	3	4	5
12. I am not afraid to express my opinion	1	2	3	4	5

Emotional intelligence and social skills

13. I am able to recognize my emotions	1	2	3	4	5
14. I know how and when to express my emotions	1	2	3	4	5
15. Before giving my opinion on something, I listen what other people have to say	1	2	3	4	5
16. I respect other o people ´s opinion even though I do not share their opinion	1	2	3	4	5

Communication skills

17. I consider myself a communicative person	1	2	3	4	5
18. I enjoy public speaking and I am good at it.	1	2	3	4	5
19. I am able to put myself in other people ´s shoes (empathy)	1	2	3	4	5
20. The people who know me say that I am an expressive person	1	2	3	4	5



Learning ability

21. I am able to learn new task easily	1	2	3	4	5
22. I am agile in understanding new concepts or ways of working	1	2	3	4	5
23. I usually take other people ´s opinions into account as way of learing	1	2	3	4	5
24. I would like to continue to learn new skills and knowledge	1	2	3	4	5

Working ability

25. If I know a business is profitable, I put all my effort into it	1	2	3	4	5
26. I wouldn't mind working everyday of the week in my own business	1	2	3	4	5
27. I am capable of working long hours for something I believe in, even if it is not financially rewarded	1	2	3	4	5
28. I usually finish everything I start	1	2	3	4	5



2. Entrepreneurial skills

Development of entrepreneurship

29. I do tasks at work without waiting to be asked	1	2	3	4	5
30. I like to take action by transforming ideas into projects	1	2	3	4	5
31. I don't wait for things to happen, I make them happen	1	2	3	4	5
32. I'm always thinking of new ways of doing things	1	2	3	4	5
33. I consider myself a curious person, both in life and at work	1	2	3	4	5
34. Innovation is essential for success	1	2	3	4	5
35. I am open to the ideas of others	1	2	3	4	5
36. I am not afraid to take risks to get what I want	1	2	3	4	5

Development of entrepreneur attitude

37. I keep the promises I make	1	2	3	4	5
38. I assume the consequences of my actions	1	2	3	4	5
39. I am able to cope with the pressures and frustrations of work well	1	2	3	4	5
40. I don't get upset easily when things don't go my way	1	2	3	4	5
41. I am good at solving work-related problems effectively	1	2	3	4	5
42. When I have to make a decision, I analyse the situation and consider several options for action	1	2	3	4	5
43. I consider myself a tenacious person	1	2	3	4	5
44. I am firm in my intentions and I don't stop until I get what I want.	1	2	3	4	5



Developing skills for collaborative entrepreneurship

45. I am Good at planning and defining objectives and goals at work	1	2	3	4	5
46. I like to work in a team (teamwork)	1	2	3	4	5
47. I like negotiations because they are a challenge for me	1	2	3	4	5
48. The best agreement is one in which everyone involved gains something.	1	2	3	4	5
49. I belive that in order to be a good leader you have to create confidence	1	2	3	4	5
50. The best way to get things done is by reaching consensus	1	2	3	4	5
51. For me it is important to work with people who share the same goals.	1	2	3	4	5
52. I consider myself a persuasive person	1	2	3	4	5



3. Business competences

53. I have specific training related to the sector in which I want to develop my business	1	2	3	4	5
54. I work or have previously worked in the sector in which I want to set up my own business.	1	2	3	4	5
55. I possess the necessary digital skills	1	2	3	4	5
56. I usually carry out online banking operations (statement consultation, transfers).	1	2	3	4	5
57. I regularly carry out procedures online: making medical appointments, applying for documents electronically, electronic ID cards, etc.	1	2	3	4	5

4. Technical skills

58. I have professional experience in project management	1	2	3	4	5
59. I am proficient in business management tools such as ERP and databases	1	2	3	4	5
60. I know how to use enterprise social networks (Facebook, twitter, Instagram, YouTube, etc.)	1	2	3	4	5

