

A prosperous entrepreneurial career

1. **Achievement Striving**, which refers to an individual's intrinsic motivation and efficiency of work completion. For example, it could be suggested that someone interested in this area of career should be motivated by their desire to achieve goals and be able to use their time effectively in order to progress further. Entrepreneurs will usually be responsible for their own work hours and set their own deadlines meaning it would be easy to underachieve if they lack initiative, as there is no one to answer to when tasks are not completed.
2. **Industriousness** is considered to be an indicator of levels of persistence and hardiness, the ability to overcome difficulties and to remain functional in stressful situations. It can also convey willingness to work hard and to offer additional efforts when required. Due to number of challenges and disappointments associated with building a successful business from the ground, it is important that the individual is able to persevere with various efforts or attempts in order to achieve success.
3. **Passion** refers to one's enthusiasm, personal commitment to achieving goals and extent to which they will go in order to get ahead. Being passionate about a business proposal or career can provide greater determination to accomplish objectives, as well as increasing the enjoyment gained from it. More often than not, those who possess an emotional affinity with their career of choice are more likely to succeed.
4. **Taking Control** is linked to how far the individual believes themselves to have control over a situation and its outcomes, thus affecting their perception of positive and negative events. This idea originated from the psychological theory known as "Locus of control" which describes the way in which someone might credit certain events to themselves or to other external factors. For example, those who believe to have high levels of control are likely to attribute successes to their own abilities as opposed to luck.
5. **Creativity** is indicative of how effectively one might generate new ideas, which is vital to an entrepreneur wishing to establish themselves within a niche market. The ability to continually revolutionize and build upon pre-existing concepts may help to produce a vast number of successful business models.

Read and answer these as truthfully as you can. Score between: 1 for most true - 5 not true

1. *Do just enough work to get by*
2. *Don't quit a task before it is finished*
3. *Plan my life logically*
4. *Just know that I will be a success*
5. *Don't pride myself on being original*
6. *Turn plans into actions*
7. *Feel that work is not an important part of my life*
8. *Believe important decisions should be based on logical reasoning*
9. *Like to take responsibility for making decisions*
10. *Am not considered to have new and different ideas*
11. *Plunge into tasks with all my heart*
12. *Don't finish what I start*
13. *Plan my life based on how I feel*
14. *Feel that I'm unable to deal with things*
15. *Love to think up new ways of doing things*
16. *Am not highly motivated to succeed*
17. *Don't get sidetracked when I work*
18. *Listen to my brain rather than my heart*
19. *Believe that my success depends on ability rather than luck*
20. *Will not probe deeply into a subject*
21. *Try to surpass others' accomplishments*
22. *Give up easily*
23. *Believe emotions give direction to life*
24. *Dislike taking responsibility for making decisions*
25. *Am able to come up with new and different ideas*
26. *Put little time and effort into my work*
27. *Am a hard worker*
28. *Make decisions based on facts, not feelings*
29. *Feel up to any task*
30. *Am not interested in theoretical discussions*
31. *Continue until everything is perfect*
32. *Do not tend to stick with what I decide to do*
33. *Listen to my heart rather than my brain*
34. *Habitually blow my chances*
35. *Have an imagination that stretches beyond that of my friends*
36. *Find it difficult to get down to work*
37. *Put work above pleasure*
38. *Believe emotional factors to be of little importance*
39. *Make a decision and move on*

