

HANDOUT FOR MENTEE**ENTREPRENEURSHIP****3. Theme “Skills and competencies for starting a business”****Exercise “Desirable and acquirable entrepreneurship attitudes and behaviors”**

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Based on: *Adaptation of the 6 themes of Timmons J.A. - Timmons’ analysis of more than 50 studies found a consensus around six general characteristics of entrepreneurs: (1) commitment and determination; (2) leadership; (3) opportunity obsession; (4) tolerance of risk, ambiguity and uncertainty; (5) creativity, self-reliance and ability to adapt; and (6) motivation to excel. [Timmons, J.A. 1994. New Venture Creation: Entrepreneurship for the 21st Century. Fourth edition. Irwin Press, Burr Ridge, IL.]*

Task for mentee:

The self-assessment of your personal attitudes and behaviours toward the entrepreneurial choice is not easy. Try to answer honestly to the following questions, and you will visualise the strengths and weaknesses about your personal attitudes and behaviours, and you could start to think how to transform weaknesses in strengths, covering the gaps with further exercise and training. Please, read the following statements and mark if you agree or not.

- | | | |
|--|------------------------------|-----------------------------|
| 1. Almost always I manage to solve difficult problems, when I try hard enough | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 2. I have experience in long-term achievements, with regular and continuous effort | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 3. I have good feelings when I am concentrated in doing something | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 4. I like to lead or animate a working group and to share my knowledge and experience | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 5. I am able to provide information, or explanations fluently and appropriately | <input type="checkbox"/> YES | <input type="checkbox"/> NO |

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- | | | |
|--|------------------------------|-----------------------------|
| 6. I am comfortable when presenting my project idea | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 7. I like to treat the others as I would like to be treated | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 8. I believe that deliberate and systematic research for opportunity is a priority | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 9. I used to calculate the risks in order to reach my personal/professional goals | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 10. I manage to avoid perfection in favour of effectiveness | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 11. I like to break conventions and to find original solutions | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 12. I explore different solutions before changing situation or taking a decision | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 13. I am aware of my strengths and weaknesses and I trust in my capacity in overcoming conflicts | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 14. I believe that the results of the events are primarily generated by my behaviours and actions | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 15. I am curious to know new concepts and to apply them in my practice | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 16. I control stress and anxiety and I react with calm, trying to understand causes/effects | <input type="checkbox"/> YES | <input type="checkbox"/> NO |

HANDOUT FOR MENTEE

ENTREPRENEURSHIP

3. Theme “Skills and competencies for starting a business”

Exercise “Desirable and acquirable entrepreneurship attitudes and behaviors”

Collect the results of the test:

THEMES	YES	NO
Commitment and determination (3)		
Leadership (4)		
Opportunity obsession/recognition (1)		
Tolerance of risk, Ambiguity, and Uncertainty (2)		
Creativity, Self-reliance, and Ability to adapt (3)		
Motivation to excel (3)		
TOTAL SCORE (by number of answers)		
TOTAL SCORE (by percentage)	%	%

Describe the next steps:
