

# Test your entrepreneurial attitude

The TAI, Entrepreneurial Aptitude Test, is a self-report tool for measuring entrepreneurial potential, the full version consists of 75 items, available at [http://cd.univr.it/tai\\_ole](http://cd.univr.it/tai_ole). Designed by Professor Giuseppe Favretto, Director of the Centre Youth Entrepreneurial University of Verona. In the demo version (of only 15 questions) presented here, the test is compiled by assigning each item a score from one to five based on the degree of agreement with the statement. There are no right or wrong answers. Your honest opinion is what counts. To each score is assigned a multiplication factor: the fifteen results are then added together so once you get the total score, you can identify the corresponding profile.

Item		Points (1-5)
1	I often try to organize and direct the work of others	
2	I feel I constantly have new ideas	
3	I feel I have complete control over what happens to me	
4	When you can not beat someone because s/he is stronger, it is good to ally with her/him waiting for better times	
5	I'm not afraid to pursue ambitious goals, although they require consistent and continuous efforts	
6	Those who want to succeed in life should hide their feelings to others	
7	If set a goal, I will then meet it at any cost	
8	I can be happy with my work even if other people despise or ignore it	
9	Social success fascinates me, I love fame and popularity	
10	I can always find the bright side in bad situations	
11	I feel able to make things always go the way I want	
12	What is different and unusual stimulates my curiosity	
13	I admire people who are able to say with grace unpleasant things	
14	My decisions have always had positive consequences	
15	I perform my job mainly because I'm interested in its contents	

## Calculate your score

Inside the first column there are points (from 1 to 5) assigned to the fifteen statements of your test. You need to multiply points by the number in the second column. Calculate the scores. If you count the scores you'll have fifteen scores. Sum them altogether and check your profile according to your total score.

item	answer	multiplier	points
1		3	
2		2	
3		1	
4		3	
5		1	
6		1	
7		2	
8		2	
9		1	
10		3	
11		3	
12		1	
13		3	
14		2	
15		2	
		total	

## ***Profiles***

### **30 TO 70 POINTS: EMPLOYEE**

You are afraid of change and original ideas are not your forte. Change and other people have an important role in determining your social and economic position. You tend to be disorganized and to procrastinate. In your work you prefer to deal within a limited scope, possibly under the direction of someone else. Changes will cause you discomfort and stress. You hardly feel the need for change because you often don't feel the need to. Perhaps you achieve self fulfillment more easily outside of your job. You are not attracted to social success. You don't give importance to what others think about you. You're a pessimist, you're not good at lying. You can't often take advantage of situations.

### **FROM 71 TO 110: CREATIVE**

You don't lack creativity, but sometimes you prefer to fall back on things that you know well. You never fail to come up with original ideas. You feel you have control over what happens to you, even if other people play an important role in your job and in your life. You are determined and able to organize the work of others, but you prefer to act within your sphere of responsibility. You are able to perceive changes, but you do not always know how to adapt. Social success attracts you only partially. The esteem of others is important, but you don't aim for success or fame. Your work is your main source of personal fulfillment. You'll never do a job you do not like, even if it may be well paid.

### **FROM 111 TO 150: LEADER**

You have excellent leadership skills and ability to organize and direct others. You are attracted to everything that is innovative and you believe that a problem has more than one solution. You always think you are in control of what happens, and you're convinced that your position in work and in life depends on your skills. You don't give up easily when faced with obstacles. In your work, you easily perceive changes. You do not hesitate to abandon beliefs and habits that are no longer adequate to the environment in which you live. You are ready to question everything. You are attracted to social success. You are interested in what's new and you care about what others think of you (especially recruiters), but without letting other's opinion influence you.