

## Questionnaire 1 – entrepreneur

**Evaluate your entrepreneurial characteristics. Made with AI support.**

Read each question and choose the option that best describes your behavior or attitude. Assign points according to the score scale provided. In the end, add up the points to get a total score.

- 1. I am proactive and take the initiative to seek business opportunities.**
  - Totally agree (3 points)
  - I partially agree (2 points)
  - I partially disagree (1 point)
  - Strongly disagree (0 points)
- 2. I have a creative and innovative mindset to solve problems and find solutions.**
  - Totally agree (3 points)
  - I partially agree (2 points)
  - I partially disagree (1 point)
  - Strongly disagree (0 points)
- 3. I am resilient and persistent in the face of challenges and obstacles.**
  - Totally agree (3 points)
  - I partially agree (2 points)
  - I partially disagree (1 point)
  - Strongly disagree (0 points)
- 4. I am willing to take calculated risks to achieve goals and objectives.**
  - Totally agree (3 points)
  - I partially agree (2 points)
  - I partially disagree (1 point)
  - Strongly disagree (0 points)
- 5. I have leadership skills and am able to influence and motivate other people.**
  - Totally agree (3 points)
  - I partially agree (2 points)
  - I partially disagree (1 point)
  - Strongly disagree (0 points)
- 6. I am results-oriented and have a strong motivation to achieve success.**
  - Totally agree (3 points)
  - I partially agree (2 points)
  - I partially disagree (1 point)
  - Strongly disagree (0 points)

**7. I am able to identify and take advantage of market opportunities.**

- Totally agree (3 points)
- I partially agree (2 points)
- I partially disagree (1 point)
- Strongly disagree (0 points)

**8. I have effective communication skills and am able to persuade and negotiate with other people.**

- Totally agree (3 points)
- I partially agree (2 points)
- I partially disagree (1 point)
- Strongly disagree (0 points)

**9. I am self-disciplined and have the ability to self-manage.**

- Totally agree (3 points)
- I partially agree (2 points)
- I partially disagree (1 point)
- Strongly disagree (0 points)

**10. I have a clear and strategic vision for my future venture.**

- Totally agree (3 points)
- I partially agree (2 points)
- I partially disagree (1 point)
- Strongly disagree (0 points)

**Total score: \_\_\_\_\_ (add up the points of each answer)**

**Interpretation of the results:**

- 25 to 30 points: Indicates a strong entrepreneurial profile.
- 15 to 24 points: Indicates a moderate entrepreneurial profile.
- 5 to 14 points: Indicates a weak entrepreneurial profile.
- 0 to 4 points: Indicates a low entrepreneurial profile.

Note. Remember that this questionnaire is only a self-diagnosis tool and offers only an initial indication of your entrepreneurial profile. Other factors, such as experiences, skills, and context, should also be considered for a thorough assessment.

**See also on the next page the questionnaire for intrapreneur.**

## Questionnaire 2 – intrapreneur

### Evaluate your intrapreneurial characteristics. **Made with AI support**

Read each question and choose the option that best describes your behavior or attitude. Assign points according to the score scale provided. In the end, add up the points to get a total score.

1. **I am able to identify opportunities for improvement within the** organization in which I work.
  - Totally agree (3 points)
  - I partially agree (2 points)
  - I partially disagree (1 point)
  - Strongly disagree (0 points)
2. **I demonstrate autonomy and initiative in the search for solutions and innovations within the organization.**
  - Totally agree (3 points)
  - I partially agree (2 points)
  - I partially disagree (1 point)
  - Strongly disagree (0 points)
3. **I am able to influence and engage others around internal ideas and projects.**
  - Totally agree (3 points)
  - I partially agree (2 points)
  - I partially disagree (1 point)
  - Strongly disagree (0 points)
4. **I have a mindset focused on continuous improvement and innovation within the organization.**
  - Totally agree (3 points)
  - I partially agree (2 points)
  - I partially disagree (1 point)
  - Strongly disagree (0 points)
5. **I am able to deal with uncertainty and change within the organizational environment.**
  - Totally agree (3 points)
  - I partially agree (2 points)
  - I partially disagree (1 point)
  - Strongly disagree (0 points)

- 6. I look for opportunities to learn and develop within the organization I work for.**
  - Totally agree (3 points)
  - I partially agree (2 points)
  - I partially disagree (1 point)
  - Strongly disagree (0 points)
- 7. I demonstrate adaptability and flexibility in relation to internal demands and challenges.**
  - Totally agree (3 points)
  - I partially agree (2 points)
  - I partially disagree (1 point)
  - Strongly disagree (0 points)
- 8. I have effective communication skills and am able to work with diverse stakeholders within the organization.**
  - Totally agree (3 points)
  - I partially agree (2 points)
  - I partially disagree (1 point)
  - Strongly disagree (0 points)
- 9. I am able to identify and take advantage of opportunities for improvement in the organization's processes and systems.**
  - Totally agree (3 points)
  - I partially agree (2 points)
  - I partially disagree (1 point)
  - Strongly disagree (0 points)
- 10. I have a strategic vision for the growth and evolution of the organization in which I work.**
  - Totally agree (3 points)
  - I partially agree (2 points)
  - I partially disagree (1 point)
  - Strongly disagree (0 points)

**Total score: \_\_\_\_\_ (add up the points of each answer)**

### **Interpretation of the results:**

- 25 to 30 points: Indicates a strong intrapreneurial profile.
- 15 to 24 points: Indicates a moderate intrapreneurial profile.
- 5 to 14 points: Indicates a weak intrapreneurial profile.
- 0 to 4 points: Indicates a low intrapreneurial profile.

Remember that this questionnaire is only a self-diagnosis tool and offers only an initial indication of your intrapreneurial profile. Other factors, such as experiences, skills, and context, should also be considered for a thorough assessment.