



## **Entrepreneur Assessment Report**

**Candidate:**  
**Amit Sampleuser**

**Date:**  
**09/06/2019**

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**OPTIMISM** - upbeat, positive outlook.

**EMOTIONAL RESILIENCE** - stable, hardy, emotionally resilient; able to handle work stress & pressure.

**LOCUS OF CONTROL** - belief that work success terms from personal initiative & effort, not luck or fate.

**SOCIAL NETWORKING** - expanding one's business and/or social contacts by making connections thru individuals.

**SELF-PROMOTION** - promoting one's self and product or service to other people for business-related purposes.

**COMPETITIVENESS** - trying to outperform business rivals. other people for business-related purposes.

**GOAL-SETTING** - regularly setting clear business goals and objectives.

**WORK DRIVE** - working long hours and extending oneself when needed to finish projects and meet deadline.

**TOLERANCE FOR FINANCIAL INSECURITY** - ability to tolerate financial uncertainty.

**ADAPTABILITY** - adaptable, flexible, and able to adjust work style to different conditions and situations.

**AUTONOMY** - need for independence and autonomy at work, including not having a boss.

**PERSISTENCE** - disposition to keep working on projects until completed, and persevere despite setbacks and obstacles.

**PREDICTED PERSONAL SATISFACTION**

**PREDICTED POTENTIAL FOR SUCCESS**

Low	Below Average	Average	Above Average	High
			◆	
				◆
				◆
			◆	
			◆	
				◆
			◆	
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◆				
	◆			
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## YOUR PERSONAL STRENGTHS:

### Optimism

- With a positive outlook in most situations and a fairly optimistic disposition, you tend to expect good results in your work and business.
- You usually try to look for the best in people, and often manage to avoid pre-judging or forming negative preconceptions.
- You will not usually become demoralized by setbacks and problems.

### Emotional Resilience

- Emotionally stable, calm under pressure, and composed in demanding conditions, you manage stress well and keep an even temper.
- With your resilience, setbacks don't discourage you for long. You snap back quickly and meet new challenges with renewed energy.

### Locus of Control

- Based on your view that your success comes from your own effort, initiative, and competence, you take personal responsibility for your failures and accomplishments as an entrepreneur.
- When business goes badly, you don't blame others, but rather look for ways to improve your skills and satisfaction through personal control over events.

### Social Networking

- Fairly gregarious and outgoing by nature, you generally enjoy cultivating contacts and networking with people who will likely prove helpful in your work, and you're pretty good at it!
- Your social networks may be helpful in your business for multiple purposes, including getting new ideas, generating leads, learning about your competition, developing alliances, and social support.
- With your wide circle of friends and acquaintances, people can sometimes come to you for referrals to business contacts and experts.

### Self-Promotion

- In business situations, you often promote your capabilities and alert others to the value of your services.
- In informal social gatherings, you sometimes use the occasion to inform people about your business.

### Competitiveness

- Results show that you have a highly competitive personal style and strong motivation to out-perform your peers.
- Your strong, personal need to compete motivates you to seek opportunities to compare your performance with that of your peers, like professional conferences and expositions, which can also help build your knowledge and skills, as well as, let others know how well you are doing.

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## Goal-Setting

- You have a fairly strong goal-setting orientation. With your orderly personal style, goal-setting represents a priority in your business. So you establish specific goals, review your progress against them, and strive to set new goals as you attain your current ones.
- Your work goals may help you prioritize and focus on what you need to do next to be successful in self-employment.

## Work Drive

- You have a high work drive and will readily take on challenging, difficult work with long and irregular hours if necessary for success.
- You have the motivation and energy to complete demanding projects on schedule, and to extend extra effort and sustain a heavy workload to finish a job properly.

## Tolerance for Financial Insecurity

- Conservative and careful with money, you work for a stable financial situation and prefer predictable sources of future income.

## Autonomy

- Your results indicate a moderately autonomous, fairly self-reliant personality. You usually enjoy working independently and function effectively without supervision or having to work as part of a team.
- In situations that call for quick decisions, you are usually comfortable moving forward with little external validation or approval from others.

## Persistence

- Your usual style is to keep working on tasks and projects until they are completed. You have a fairly strong, personal determination to finish what you start, despite obstacles and setbacks.
- Your tenacity may help you succeed in some situations where other, less persistent, competitors give up before you do.

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## YOUR AREAS FOR DEVELOPMENT:

### Social Networking

- Once in a while you might over-extend yourself socially, spending spend too much time interacting with others and not enough time attending to your business.
- Unless you're careful, in some situations your loyalty to social relationships can undermine your objectivity when appraising or making business decisions.

### Tolerance for Financial Insecurity

- Results show that you have a below-average tolerance for financial insecurity, so when you confront unpredictable prospects for future income– common for self-employed entrepreneurs – you may, at times, feel significant anxiety about your financial well-being. Your challenge is to try to develop enough tolerance for financial insecurity that it does not lower your personal quality of life or your work effectiveness . This may require either, some psychological adaptation on your part to feel more comfortable with the uncertainty or working hard and achieving enough business success that you feel financially secure.
- Faced with a very promising but financially uncertain business opportunity you probably would decline to invest, even though it could bring success.

### Adaptability

- You are likely to have trouble dealing with the changing conditions often encountered in entrepreneurial work that require adaptive responding and flexibility in solving problems.
- You may need to work more effectively in unstructured situations where there is much ambiguity. This may be especially difficult if you have previously been working in organizations where there is a lot of structure in the form of company policies and procedures and well-defined job duties.

### Autonomy

- Your independent style can sometimes lead you to make decisions on your own that might have benefited from more consultation with or input from others.

### Persistence

- Your perseverance may occasionally blind you to the value of abandoning a losing project and cutting your losses.
- It is important that your persistence is focused on the right activities. Make sure that you couple your tenacity with proper goal-setting, to boost the odds for your success in self-employment.

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### Overall Summary

Your results from this assessment, combined with Resource Associates' research on success in entrepreneurship and self-employment, indicate that in a self-employed entrepreneurial role:

- *You will likely experience **High personal satisfaction**.*
- *You can expect **High financial success**.*

The accuracy of these projections - based entirely on your personality - also depends on many factors, including prevailing economic conditions, the markets you enter, your competition, and others. In deciding whether to pursue a career as an entrepreneur or self-employed professional, you can benefit from considering these factors in your decision, along with your personal Strengths and Areas for Development outlined in this report.

Resource Associates extends best wishes for your future career!

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