**[](https://www.google.de/url?sa=i&rct=j&q=&esrc=s&source=images&cd=&cad=rja&uact=8&ved=2ahUKEwiLn53vmqHeAhXJUlAKHXZEA3MQjRx6BAgBEAU&url=https://creativecommons.org/about/downloads/&psig=AOvVaw2UkxaIw3L3H5uwyiRTc_Vq&ust=1540543697675812)**

**Selection of teaching and learning materials – module »Vocational orientation in the commercial sector« - Unit D1 – Profile entrepreneur**

PROFILE OF THE ENTREPRENEUR

Complete the questionnaire and you will find out what your qualities are. On each question you can answer with: always ( 4 points), mostly (3 points), sometimes (2 points), very rare (1 point), never (0 points)

1. SELFCONFIDENCE

A Do you realize your ideas?

B Do you go on your own way?

C You don`t want to somebody guide you?

D Can you easily talk to someone you meet for the first time?

E Do you trust in your abilities?

1. INDEPENDENCE

A Are you successful in personal actions?

B are you able to form your own opinion on things?

C Are you happy to work alone?

D Are you resourceful in most situations?

E Are you able to assume responsibility?

1. FIRMLY DETERMINATION

A You're doing the task until it's settled?

B You always try to find different, alternative solutions?

C You always go to the limits of your abilities?

D You continue where other people encountered problems?

E You look forward to new challenges?

1. ADOPTABILITY

A You are reacting to changed circumstances?

B You always find yourself in a way in a problem?

C Take advantage of opportunities if they occur?

D You try to see the things from the perspective of others?

E You are learning from experiences - good or bad?

1. ATTITUDE TO RISK

A You only support the winners?

B You avoid high risks?

C Are you bored if there are no challenges?

D Are you trying to reduce losses?

E Do you only engage in a tasks where you are sure of success?

1. DECISION MAKING

A You know how to make decisions?

B Paying attention to the various options?

C You are always satisfied with your decision?

D You are successful in making decisions?

E You make sure that you have all the necessary information?

1. MANAGEMENT/LEADING

A Can you reach from others do to what you want?

B Can you achieve your own goals?

C Can you easily organize things?

D Can you evaluate how others react to you?

E Do you offer support to others?

1. CREATIVITY

A Are you sitting down and dreaming?

B Do see for problems more than one solution?

C Are you enjoying the brainstorming?

D Are you developing ideas for others too?

E Do you study how you can help with the ideas from others?