

NEED  
National mission on Employability and  
**ENTREPRENEURSHIP**  
skills Development



is a Nodal Centre for Entrepreneurship Development Institute of India.(EDII)  
(Tamil Nadu, Kerala, Andhra Pradesh & Pondicherry)

**Sponsored by:**

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National Entrepreneurship Development Board.



Name	<input type="text"/>	DOB	<input type="text"/>
Course	<input type="text"/>	Year of Completion	<input type="text"/>
College Name	<input type="text"/>	Father's Name and Occupation	<input type="text"/>
Residential Address	<input type="text"/>	Mother's Name and Occupation	<input type="text"/>
Email	<input type="text"/>	Mobile No.	<input type="text"/>

1. What are your major achievements in the last 3 years?  
.....  
.....
2. What 3 major advantages do you possess at present, which will help you to achieve a successful Entrepreneurial career?  
a).....  
b).....  
c).....
3. Explain in 3 sentences as to how you perceive success in your life.  
.....  
.....  
.....
4. Give 3 reasons why you want to become an Entrepreneur.  
a).....  
b).....  
c).....
5. Would you like to be associated with successful people? If yes, why?  
.....  
.....
6. What major problem do you have that might affect your career progress?  
a).....  
b).....  
c).....

7. What type of books do you generally read? Give names of 5 books which have inspired you:

.....  
 .....  
 .....  
 .....

8. What magazines and newspapers do you regularly read? What type of articles interest you?

.....  
 .....  
 .....

9. Do you like challenges in your life? What is your strength to manage tough situations in life?

.....  
 .....  
 .....

**TEST OF PERSONAL VALUES**

Underlying every set of principles by which we live are qualities generally called **VALUES**.

A value is something you care about. Some of your values will be minor and dispensable under some circumstances. Others will be felt so strongly that in matters of life and death you will adhere to them. In many ways, it is possible to know the strength of your values only when they are put to the test.

The purpose of this test is to clarify us what you value and which of these things underpin your most deeply held principles.

Please Tick the appropriate Boxes to indicate your choices  
 A = very important value in my life B = fairly important to me but not crucial C = not important

	A	B	C		A	B	C
01. Freedom	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	21. Recognition, fame, stardom and status	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
02. Personal choice	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	22. Good health	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
03. Telling the truth	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	23. Taking risks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
04. Loyalty to colleagues	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	24. Friendships	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
05. Loyalty to the organisation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	25. Authority	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
06. Payment of Bills on time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	26. Discipline	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
07. Following the laws and rules	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	27. Economic security	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
08. Caring for people e.g. family, neighbours	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	28. Freedom to travel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
09. Always driving below the speed limit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	29. Owning a car	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10. Wealth, money, assets and possessions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	30. Fun, pleasure and relaxation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11. Learning, knowledge and experience	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	31. The arts e.g. music, painting, dance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
12. Taking full responsibility for my own actions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	32. Winning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
13. Giving compliments that are sincere	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	33. Being in fashion	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
14. Not deliberately hurting others	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	34. Youth	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
15. Accepting help, praise, criticism etc.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	35. Appreciating yourself	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
16. Self respect	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	36. Your work	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
17. Achievements and accomplishments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	37. Your interest	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
18. Challenges	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	38. Peace	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
19. Difficulties and problems	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	39. Your emotions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
20. National identity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	40. Being a powerful leader	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**CAREER ASSESSMENT TEST:**

COMPLETE THE FOLLOWING QUESTIONNAIRE BY CIRCLING THE ANSWER THAT BEST DESCRIBES YOUR FEELING ABOUT EACH STATEMENT. FOR EACH ITEM, CIRCLE YOUR RESPONSE ACCORDING TO THE FOLLOWING.

SA - Strongly Agree A - Agree D - Disagree SD - Strongly Disagree

01. A Career that is free from organisational restriction is important to me.	SA	A	D	SD
02. I have always sought a career in which I could be of service to others.	SA	A	D	SD
03. To rise to a position in general management is important to me.	SA	A	D	SD
04. I like to be identified with a particular organisation and the prestige that accompanies that organisation.	SA	A	D	SD
05. The use of my skills in building a new business enterprise is important to me.	SA	A	D	SD
06. I would like to reach a level of responsibility in an organisation where my decision really makes a difference.	SA	A	D	SD
07. An endless variety of challenges in my career is important to me.	SA	A	D	SD
08. Being identified with a powerful or prestigious employer is important to me.	SA	A	D	SD

COMPLETE THE FOLLOWING QUESTIONNAIRE BY CIRCLING THE ANSWER THAT BEST DESCRIBES YOUR FEELING ABOUT EACH STATEMENT. FOR EACH ITEM, CIRCLE YOUR RESPONSE ACCORDING TO THE FOLLOWING.

SA - Strongly Agree A - Agree D - Disagree SD - Strongly Disagree

09. The excitement of participating in many areas of work has been the underlying motivation behind my career.	<b>SA</b>	<b>A</b>	<b>D</b>	<b>SD</b>
10. The process of supervising, influencing, leading and controlling people at all levels is important to me.	<b>SA</b>	<b>A</b>	<b>D</b>	<b>SD</b>
11. An organisation that will provide security through guaranteed work, benefits a good retirement and so forth, is important to me.	<b>SA</b>	<b>A</b>	<b>D</b>	<b>SD</b>
12. I want others to identify me by my organisation and job.	<b>SA</b>	<b>A</b>	<b>D</b>	<b>SD</b>
13. To be recognised by my title and status is important to me.	<b>SA</b>	<b>A</b>	<b>D</b>	<b>SD</b>
14. A career that permits a maximum of freedom and autonomy to choose my own work, hours, and so forth, is important to me.	<b>SA</b>	<b>A</b>	<b>D</b>	<b>SD</b>
15. A career that gives me a great deal of flexibility is important to me.	<b>SA</b>	<b>A</b>	<b>D</b>	<b>SD</b>
16. I would like to accumulate a personal fortune to prove to myself and others that I am competent.	<b>SA</b>	<b>A</b>	<b>D</b>	<b>SD</b>
17. Seeing others change because of my efforts is important to me.	<b>SA</b>	<b>A</b>	<b>D</b>	<b>SD</b>

**Please choose the grading according to the number classification below, determining between your strength and weakness:**

<b>EXCELLENT</b> : 10	<b>AVERAGE</b> : 5	<b>NOT SATISFACTORY</b> : 1
<b>GOOD</b> : 7	<b>BELOW AVERAGE</b> : 3	<b>VERY POOR</b> : 0

01. Easy going <input type="checkbox"/>	11. Sociable <input type="checkbox"/>	21. Persistent <input type="checkbox"/>
02. Amiable <input type="checkbox"/>	12. Committed <input type="checkbox"/>	22. Friendly <input type="checkbox"/>
03. Intelligent <input type="checkbox"/>	13. Sensitive <input type="checkbox"/>	23. Truthful <input type="checkbox"/>
04. Independent <input type="checkbox"/>	14. Sympathetic <input type="checkbox"/>	24. Adaptable <input type="checkbox"/>
05. Reliable <input type="checkbox"/>	15. Thoughtful <input type="checkbox"/>	25. Innovative <input type="checkbox"/>
06. Emotionally stable <input type="checkbox"/>	16. Aesthetic <input type="checkbox"/>	26. Smart <input type="checkbox"/>
07. Realistic <input type="checkbox"/>	17. Responsible <input type="checkbox"/>	27. Ambitious <input type="checkbox"/>
08. Dominant <input type="checkbox"/>	18. Co-operative <input type="checkbox"/>	28. Concerned about character <input type="checkbox"/>
09. Assertive <input type="checkbox"/>	19. Carefree <input type="checkbox"/>	29. Respect for others <input type="checkbox"/>
10. Cheerful <input type="checkbox"/>	20. Creative <input type="checkbox"/>	30. Willing to learn <input type="checkbox"/>

**Please choose the grading according to the number classification list below as to how these negative traits disturb you:**

<b>VERY MUCH DISTURBING</b> : 1	<b>I AM ABLE TO MANAGE THIS PROBLEM</b> : 2
<b>TO SOME EXTENT DISTURBS ME</b> : 3	<b>NOT AT ALL DISTURBING</b> : 4

01. Stress <input type="checkbox"/>	13. Prejudice <input type="checkbox"/>	25. Lack of discipline <input type="checkbox"/>
02. Lack of Communication <input type="checkbox"/>	14. Morale breakdown <input type="checkbox"/>	26. Escapist behaviour <input type="checkbox"/>
03. Irritation <input type="checkbox"/>	15. Uncooperative behavior <input type="checkbox"/>	27. Inconsistency <input type="checkbox"/>
04. Inferiority complex <input type="checkbox"/>	16. Conflict <input type="checkbox"/>	28. Unwillingness to accept the truth <input type="checkbox"/>
05. Closed mind <input type="checkbox"/>	17. Frustration <input type="checkbox"/>	29. Past bad experience <input type="checkbox"/>
06. No team spirit <input type="checkbox"/>	18. Unhappiness <input type="checkbox"/>	30. Greedy <input type="checkbox"/>
07. Lack of credibility <input type="checkbox"/>	19. Selfishness <input type="checkbox"/>	31. Confused <input type="checkbox"/>
08. Poor self esteem <input type="checkbox"/>	20. Rude behaviour <input type="checkbox"/>	32. Indecisive <input type="checkbox"/>
09. Isolation <input type="checkbox"/>	21. Lack of integrity & honesty <input type="checkbox"/>	33. Blaming others <input type="checkbox"/>
10. Poor health <input type="checkbox"/>	22. Shyness <input type="checkbox"/>	34. Misguided <input type="checkbox"/>
11. Distrust <input type="checkbox"/>	23. Suspicious <input type="checkbox"/>	35. Enjoy vulgarity <input type="checkbox"/>
12. Anger <input type="checkbox"/>	24. Lack of respect for values <input type="checkbox"/>	

**SELF EVALUATION OF ENTREPRENEURIAL QUALITIES:**

Please evaluate yourself, as best and as fairly as you can, in each of the category below by placing ( ✓ ) in the appropriate box beneath the scale.

S.No		Average 25-40%	Above average 40-60%	Good 60-75%	Outstanding 75-100%
1	I have an unwavering, total belief in myself and never allow anyone or anything to dispel that belief.				
2	I am self-motivated; I don't need anyone or anything other than my goals to motivate me.				
3	I have the capacity to bounce back after failure.				
4	I am driven by a manic need to succeed. I am motivated by money / recognition / fame / power.				
5	Whatever be the circumstances, I believe I will win.				
6	I am decisive; I take risks; and sometimes I also act impulsively on gut feelings.				
7	I know my limitations that are present in and around me.				
8	I am driven and focused on my goals/targets at all times.				
9	I am prepared to make personal sacrifices in order to succeed.				
10	I am intuitive, recognising niche markets and business opportunities that others fail to see.				
11	I am a multi-tasker with the capacity to cope and deal with several ideas and projects at one time.				
12	I am organised, not necessarily on paper, but in my head and I maintain information and monitor progress at all times.				
13	I make things happen. I do not spend my time dreaming about success. I get an idea and act swiftly.				
14	I do not recognise limits of boundaries; I set high targets, achieve them and set further goals. I am never satisfied no matter what my level of success.				
15	I am determined to succeed no matter what it takes.				
16	I am persistent and able to endure rejection and setbacks.				
17	I do my research to ensure I have the answers before problems arise.				
18	I am open minded and prepared to listen and learn from everyone.				
19	I am professional in my approach to business at all times.				
20	I never stop thinking about business ideas and business opportunities.				

**Write two questions you would like to ask us about your life, career and aspiration.**

1. \_\_\_\_\_

2. \_\_\_\_\_

**Write in 50 words why and when you want to become an entrepreneur.**