
ACTIVITY 2

Important traits for the successful entrepreneur

Rate the traits below in terms of how important you think they are for entrepreneurial success.

A "1" would indicate that you believe the trait is *relatively unimportant*.

A "2" would indicate that you believe the trait is *somewhat important*.

A "3" would indicate that you believe the trait is *very important*.

Not Important 1	Somewhat Important 2	Very Important 3	Quality or trait
1	2	3	1. a high level of energy
1	2	3	2. good physical health
1	2	3	3. a strong need to achieve
1	2	3	4. a willingness to take risks
1	2	3	5. a desire to create
1	2	3	6. a need to closely associate with others
1	2	3	7. a strong desire for money
1	2	3	8. a willingness to tolerate uncertainty
1	2	3	9. an ability to get along with employees
1	2	3	10. being well organized
1	2	3	11. self-reliance
1	2	3	12. a need for power
1	2	3	13. patience
1	2	3	14. competitiveness
1	2	3	15. desire and willingness to take the initiative
1	2	3	16. self-confidence
1	2	3	17. versatility (ability to do many things)
1	2	3	18. perseverance (sticking at something difficult)
1	2	3	19. innovativeness (willingness and ability to do something untried)
1	2	3	20. ability to lead effectively

Source: Adapted from *Entrepreneurship* by William B. Jennings, Canadian Foundation for Economic Education, 1985.