

Switched-On Start-Up Entrepreneur

Post-Course Questionnaire

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|-----|--|-------|----------------------------|
| 1. | I set effective start-up goals. | | |
| | Strongly agree | Agree | Disagree Strongly Disagree |
| 2. | I effectively analyze the benefits and risks of my goals. | | |
| | Strongly agree | Agree | Disagree Strongly Disagree |
| 3. | I am an effective and successful start-up entrepreneur. | | |
| | Strongly agree | Agree | Disagree Strongly Disagree |
| 4. | I am comfortable and confident approaching contacts. | | |
| | Strongly agree | Agree | Disagree Strongly Disagree |
| 5. | I easily tolerate risk, ambiguity and uncertainty. | | |
| | Strongly agree | Agree | Disagree Strongly Disagree |
| 6. | I capably, creatively and effectively find contacts. | | |
| | Strongly agree | Agree | Disagree Strongly Disagree |
| 7. | It is easy for me to make calls to contacts. | | |
| | Strongly agree | Agree | Disagree Strongly Disagree |
| 8. | It is easy for me to email, IM and use social media with contacts. | | |
| | Strongly agree | Agree | Disagree Strongly Disagree |
| 9. | I listen and communicate effectively with contacts. | | |
| | Strongly agree | Agree | Disagree Strongly Disagree |
| 10. | I am comfortable beginning a presentation. | | |
| | Strongly agree | Agree | Disagree Strongly Disagree |
| 11. | I develop a rapport quickly with my contacts. | | |
| | Strongly agree | Agree | Disagree Strongly Disagree |
| 12. | I effectively answer objections. | | |
| | Strongly agree | Agree | Disagree Strongly Disagree |
| 13. | It is easy for me to write business plans and proposals. | | |
| | Strongly agree | Agree | Disagree Strongly Disagree |
| 14. | I ask my contacts for referrals. | | |
| | Strongly agree | Agree | Disagree Strongly Disagree |
| 15. | I view myself manifesting the start-up money I need. | | |
| | Strongly agree | Agree | Disagree Strongly Disagree |