

# Switched-On Start-Up Entrepreneur

## Pre-Course Questionnaire

- |     |  |       |                     |
|-----|--|-------|---------------------|
| 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            |
|     |  |       | S 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   |