Scoring Key:

Scoring Individual Facets

Entrepreneurial Awareness: 1 + 4 + 7 + 10 + 11 + 15 + 22 + 29(R) + 33(R) + 36(R) + 41(R)

Opportunism: 5 + 8(R) + 13(R) + 18(R) + 21 + 24(R) + 27(R) + 31 + 35 + 38 + 40(R) + 42 + 45 + 49(R) + 51(R) + 54(R) + 59 + 61

Entrepreneurial Creativity: 2 + 12 + 16 + 17 + 23(R) + 25(R) + 26(R) + 28 + 32 + 39(R) + 43 + 57

Need for Progress: 3 + 6 + 9 + 14 + 19 + 20 + 30 + 34 + 37 + 44 + 46 + 47 + 48 + 50 + 52(R) + 53 + 55 + 56 + 58 + 60

Scoring Total Entrepreneurial Potential

Add all items together

Scoring and Reporting Individual Facets and Total Entrepreneurial Potential

Scores <= 33% are to be considered *low*

Scores >= 34% and <= 62% and are to be considered *average*

Scores >= 63% are to be considered *high*

(round up to closest % so that all scores fall into one of the above categories)