**1. Which do you find more enjoyable?**

Dealing with real-life, concrete situations, such as closing deals, winning new clients and reviewing data.

Imagining new products that don't yet exist and daydream about how you might be able to develop them.

**2. Which description best fits you?**

I'm not terribly absorbed by natural or artistic beauty; I relate more to people, things, and information.

I respond powerfully to beauty and often find it in things others don't, whether in the arts or nature.

**3. Which statement is most true of you?**

I am very aware of how my behavior and decisions are influenced by what I feel.

I make sure I keep my emotions from affecting my business decisions.

**4. When you hit an obstacle in reaching a goal, which are you more likely to say to yourself?**

"If I just stick to my game plan and persevere, I'll get there; I've done it before."

"Maybe there's another way to reach my goal; besides, I'd rather try something new anyway"?

**5. When a conversation at a business gathering turns to abstract ideas such as philosophy or a discussion of aesthetics, which would you tend to do?**

Find yourself interested in hearing various ideas and opinions, and perhaps even join in the conversation?

Find another conversation; you can't be bothered with all that irrelevant debating.

**6. Which concept appeals to you most?**

"Think different"

"A tradition of excellence"

**7. Which statement has been more applicable to your career?**

"If I can believe it, I can achieve it."

"The only believable victories are probably the temporary and partial ones."

**8. If you had to organize your own daily schedule and calendar, you would**

miss or be late for a lot of meetings.

be fine; you're highly organized about most things.

**9. If you're forced to break a promise to your best friend, which would you be more likely to say to yourself?**

"Well, we're good friends; he'll understand."

"I'll either find a way to keep my promise eventually or make it up to him somehow."

**10. What you accomplish in your life defines who you are.**

I agree.

I disagree.

**11. Which statement best describes what you do when faced with a task you dislike?**

"The sooner I get this out of the way, the sooner I won't have to think about it anymore."

"I know I've got to do it sometime -- just not now."

**12. When you use your intuition in making a decision, which do you typically do?**

Rely on your initial gut reaction, which usually proves to be the right one anyway.

Consult your intuition only after you've spent some time thinking through all the issues first.

**13. When you meet someone whose company you enjoy, which are you more apt to do?**

Wait for them to indicate an interest in getting together.

Invite them over to your house for a social engagement.

**14. After you've been to a party with a lot of other people, which are you more likely to feel?**

Energized, maybe even sorry to leave the party.

Tired and ready for some quiet time alone?

**15. When a meeting you're involved in but not responsible for seems to be drifting and ineffective, how do you react?**

I try to take charge and focus the discussion.

I wait to see if the discussion becomes more productive and something valuable will emerge.

**16. On vacation, how would you prefer to spend most of your time?**

Going, doing, and seeing as much as possible.

Relaxing, reading, and kicking back.

**17. If you were a car, which would you prefer to be?**

A classic Bugatti, carefully tended and pampered by your owner.

A Ferrari Modena, racing from Paris to Dakar.

**18. Do people often comment on your ability to create an atmosphere of joy and cheerfulness?**

Yes

No

**19. When working with a new client, which would you be more likely to do?**

Go ahead and get started on the work based on a handshake.

Start work only after all contracts have been finalized and signed?

**20. If you had to reschedule a client meeting because something more important came up, which would you be more likely to do?**

Give the client a flattering reason, even if it's only partly true.

Be straightforward about why you have to cancel.

**21. When colleagues come to you with a problem not of their own making, how are you more likely to feel?**

Secretly resent helping because "He should be able to handle his own problems."

Happy to do what you can to help because "We've all been there."

**22. If a group of your colleagues insisted on pursuing a plan you absolutely knew would create problems for your company, how would you handle it?**

Fight for your idea, even if it means some serious confrontation.

Quietly point out the problems but agree in advance that you'll do whatever everyone else wants.

**23. When you've been successful at something, you feel it's been mostly because**

You've had a lot of help from others, great opportunities, and a little luck.

You've worked harder and smarter than a lot of other people.

**24. When you watch a presenter stumble through harsh questioning from an audience, which would best describe your mental attitude?**

Critical of the person's lack of preparation.

Sympathetic for the person's discomfort

**25. When you make a decision, which do you tend to do?**

Worry a lot about the worst-case scenario so you'll be prepared if it happens, and worry afterwards about the consequences.

Make it quickly and move on.

**26. If you lost a competitive bid and found out that the client had given the winner inside information that wasn't available to you, how would you be more likely to feel?**

Angry and resentful that the bidding was unfair.

Glad you aren't going to do business with a dishonest client.

**27. When it comes to having "the blues," which do you tend to do?**

Lose energy, get discouraged, and have trouble getting yourself motivated again.

Shake them off easily when they happen, which isn't often.

**28. When you're in social situations, you are**

Rarely nervous; you're not generally worried about the impression you make on others.

Very aware of what other people think about you, and conscious that others watch and evaluate you constantly.

**29. If you see something you love but can't afford, which are you more likely to do?**

Resist the craving until you're sure the purchase won't affect your other financial plans and dreams.

Go ahead and get it; you'll figure out later how you'll pay for it.

**30. When you're under stress, how do you react?**

You battle to fight off feelings of panic, confusion and helplessness.

You feel a weird sort of clarity and resolve; pressure often brings out the best in you.

**31. Have you ever started your own business?**

Yes.

No.

**\*\*\*FEEL FREE TO TAKE THE QUIZ AND SUBMIT YOUR ON ANSWERS. I HAD TO ANSWER THE QUIZ TO GET TO THE NEXT PAGE. THANKS\*\*\*\***



This is the website where I took the quiz: (You may need to add this site to your references as well)

https://www.forbes.com/2010/08/02/entrepreneur-personality-quiz-thomas-harrison-entrepreneurs-management-serial-startups-10-quiz.html?sh=f57bbbc488b1