



"TAKING THE INITIATIVE"

Entrepreneurship aims to explore the motivation of the individual and the profile of the counselee in relation to that of the entrepreneur.

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This tool aims to investigate whether the individual's motivation for entrepreneurship is consistent with the 'entrepreneur profile' and in line with the needs of the market.

The decision to take an entrepreneurial initiative is not an easy one. Many people in the face of potential difficulties hesitate and eventually abort the decision to become an entrepreneur. However, it is necessary to be aware of the difficulties we may encounter in order to organise our steps rationally and realistically. In addition, we need to confront our fears in order to assess whether they are realistic and manageable.

Fourteen (14) entrepreneurship incentives are listed in the following table.

Please evaluate the following suggestions as to the extent to which they are an incentive to take the initiative by:

1= Not at all, 2 = A little, 3= Quite a lot, 4= A lot and 5= Very much.

Incentives	None 1	A little 2	Enough 3	Very 4	Too much 5
1. The search for economic comfort					
2. The difficulty of finding a job as an employee					
3. The need for survival/livelihood					
4. The lack of interest in salaried jobs					
5. Working on a subject my interests					
6. The need for professional development					
7. My ability to supervise other people					
8. The need for autonomy in the way I work					
9. My desire for a prestigious and socially rewarding job					
10. Satisfying my need for creativity					
11. Improving the quality of life					
12. Strengthening my position in the family					
13. Satisfying the need for success					
14. The continuation of the family business					

α) Is there any personal motivation other than the above for taking an entrepreneurial initiative?

Identify:

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b) Rank the five (5) most powerful motivators for entrepreneurship.

1.
2.
3.
4.
5.

c) Does the business you want to create satisfy these incentives? If so, in what way?

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Counsel's Opinion:

Name of Councillor

Name of Beneficiary

Signature

Signature