

# **The Entrepreneurial Orientation Inventory**

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*Instructions:* This inventory contains twenty pairs of statements. In each pair, you may agree with one statement more than the other. You have five points to distribute between the two statements in each pair, to indicate the extent to which you agree with each of the statements.

You may distribute the five points in any combination (0-5, 1-4, 2-3, 3-2, 4-1, 5-0). If you agree slightly more with statement "a" than with "b", then assign three points to "a" and two points to "b". If you agree completely with "a" but do not agree at all with "b", assign five points to "a" and zero to "b".

1 **a.** How successful an entrepreneur one will be depends on a number of factors, One's capabilities may have very little to do with one's success.

**b.** A capable entrepreneur can always shape his or her own destiny.

2 **a.** Entrepreneurs are born, not ----  
made. ---

**b.** It is possible for people to  
learn to become more ----  
enterprising even if they do not ---  
start out that way.

3 **a.** Whether or not a salesperson will be able to sell his or her product depends on how effective the competitors are.

**b.** No matter how good the competitors are, an effective salesperson always will be able to sell his or her product.

4 **a.** Capable entrepreneurs believe in \_\_\_  
planning, their activities in advance. \_\_\_

**b.** There is no need for advance \_\_\_  
planning, because no matter how \_\_\_  
enterprising one is, there always \_\_\_  
will be chance factors that influence \_\_\_  
success. \_\_\_

5 **a.** Whether or not a person can become a successful entrepreneur depends on social and economic conditions.

**b.** Real entrepreneurs can always be successful, irrespective of social and economic conditions.

6 **a.** Entrepreneurs fail because of their own lack of ability and perceptiveness.

**b.** Entrepreneurs are bound to fail at least half the time because success or failure depends on a number of factors beyond their control.

7 **a.** Entrepreneurs are often victims of forces they can neither understand nor control.

**b.** By taking an active part in economic, social and political affairs, entrepreneurs can control events that affect their business.

8 **a.** Whether or not you get a business -----  
loan depends on how fair the bank  
officer you deal with is.

**b.** Whether or not you get a business -----  
loan depends on how good your  
project plan is.

9 **a.** When purchasing raw materials or any' other goods, it is wise to collect as much information as possible from various sources and then to make a final. choice

**b.** There is no point in collecting a lot of information; in the long run, the more you pay, the better the product is.

10 **a.** Whether or not you make profit -----  
in business depends on how lucky  
you are.

**b.** Whether or not you make a profit -----  
in business depend on how capable  
you are as an entrepreneur.

11 **a.** Some types of people can never  
be successful as entrepreneurs.

**b.** It is possible to develop  
entrepreneurial ability in different  
types of people.

12 **a.** Whether or not you will be a successful entrepreneur depends on the social environment into which you were born.

**b.** People can become successful entrepreneurs with effort and capability irrespective of the social strata from which they originated.

13 **a.** These days, people must depend at every point on the help, support, or mercy of others (governmental agencies, bureaucracies, banks, etc.)

**b.** It is possible to generate one's own income without depending too much on the bureaucracy. What is required is a knack in dealing with people.

14 **a.** The market situation today is very unpredictable. Even perceptive entrepreneurs falter quite often.

**b.** When an entrepreneur's prediction of the market situation is wrong, that person can blame 'only himself or herself for failing to read the market correctly

15 **a.** With effort, people can -----  
determine their own  
destinies.

**b.** There is no point in  
spending time planning or -----  
doing things to change one's  
destiny. What is going to  
happen will happen.

16 **a.** There are many events beyond -----  
the control of entrepreneurs.

**b.** Entrepreneurs are the creators -----  
of their own experiences.

17 **a.** No matter how hard a person .....  
works, he or she will achieve  
only what is destined.

**b.** The rewards one achieves .....  
depend solely on the effort one  
makes.

**18 a.** Organizational effectiveness .....  
can be achieved by employing  
competent' and effective people.

.....  
**b.** No matter how competent the  
employees in a company are, if  
socioeconomic conditions are  
not good, the organization will  
have problems.

**19 a.** Leaving things to chance and .....  
letting time take care of them  
helps a person to relax and enjoy  
life.

**b.** Working for things always .....  
turns out better than leaving  
things to chance.

**20** **a.** The work of competent people -----  
always will be recognized.

**b.** No matter how competent one -----  
is, it is almost impossible to get  
ahead in life without contacts.

## Internal Locus of Control

- 1. b .....
- 2. b.....
- 3. b.....
- 4. a .....
- 5. b.....
- 6. a.....
- 7. b.....
- 8. b.....
- 9. a.....
- 10. b.....
- 11. b.....
- 12. b.....
- 13. b.....
- 14. b.....
- 15. a.....
- 16. b.....
- 17. b.....
- 18. a.....
- 19. b.....
- 20. a.....

**Total Internal.....**

## External Locus of Control

- 1. a.....
- 2. a.....
- 3. a.....
- 4. b.....
- 5. a.....
- 6. b.....
- 7. a.....
- 8. a.....
- 9. b.....
- 10. a.....
- 11. a.....
- 12. a.....
- 13. a.....
- 14. a.....
- 15. b.....
- 16. a.....
- 17. a.....
- 18. b.....
- 19. a .....
- 20. b.....

**Total External.....**

## **Entrepreneurial Orientation**

Total Score of Internal  
Locus of Control

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Total Score of external  
Locus of Control

**above 3.0 indicate a high level of entrepreneurial internality**

**below 1.0 indicates that the respondent has a more external (less entrepreneurial) locus-of-control orientation**

**Ratios above 1.0 indicate possible entrepreneurs. The higher the ratio above 1.0, the more internal the respondent is**

**Thanks  
for  
Active participation**