



EO

ENTREPRENEURIAL ORIENTATION

SUMMARIZED REPORT

A. IDENTIFICATION

Surname : EXAMPLE Name : A

Organization : PHIA HENNING & ASSOCIATES Date : 2015/03/24 Gender Male

Job Title : _____ I.D. Number : 123456789

B. SUBSTRUCTURES & PROFILE

FIVE SUBSTRUCTURES OF EO	SCORE	1	2	3	4	5	6	7	8	9	10	
1. Entrepreneurial Image and Mindset	6	[Red bar]										
2. Motivation & Commitment	7	[Red bar]										
3. Leadership (Management)	5	[Red bar]										
4. Independence (Locus of Control)	6	[Red bar]										
5. Innovative, Flexibility & Adaptability	5	[Red bar]										
INTEGRATED ENTREPRENEURIAL ORIENTATION (EO)										6		

C. SUB & SUPPORTSTRUCTURES

1. Entrepreneurial Image and Mindset	6
1.1 Effective Image	7
1.2 Reliability & Dependability	6
1.3 Taking Responsibility	9
1.4 Accountability & Trustworthiness	4
1.5 Optimistic Disposition	5
1.6 Stress-Tolerance	3

2. Motivation & Commitment	7
2.1 Work Focussed	8
2.2 Goal, Results & Conclusion Orientation	7
2.3 Sense of Duty	5
2.4 Perseverance, Commitment, Tenacity & Endurance	8
2.5 Need for Achievement	8
2.6 Energy, Vigour, Impact, Drive, Courage and Passion	6

3. Leadership (Management)	5
3.1 Leader-orientation	4
3.2 Willingness to make Decisions	7
3.3 Proactiveness	4
3.4 Effective Implementation - Decisiveness	5
3.5 Effective Communication	5
3.6 Persuasive & Negotiating Ability	4

4. Independence (Locus of Control)	6
4.1 Independent Preference	2
4.2 Self-confidence & Self-assurance	6
4.3 Self-confidence & Self-reliance	2
4.4 Autonomy vs. Alliance-seeking	8
4.5 Individualistic vs. Conformity	5
4.6 Control of Feelings & Emotions	10

5. Innovative, Flexibility & Adaptability	5
5.1 Creativity & Originality	4
5.2 Variety-seeking Orientation	6
5.3 Risk-taking	5
5.4 Opportunistic-Capitalization	8
5.5 Investigative Mind/Orientation	1
5.6 Open-minded Orientation	3

Composed from the PAW
Developed by Dr Louis Fick



Please Note : The Higher the Better