

## Alternative Careers in Nursing

### Assessment 3-1 The entrepreneurial Orientation Inventory

**Instructions:** This inventory contains 20 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, 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 very much with “a” and very little with “b”, assign four points to “a” and one point 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”. You may not divide your points equally (i.e., 2.5/2.5) between the two choices: You must choose one statement with which you agree more and then distribute the points.

Statement	Points
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 always can be successful, irrespective of social and economic conditions.	_____
6. a. Entrepreneurs fail because of their own lack of ability and perspective.	_____
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 that 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 businesses.	_____

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 a profit in business depends on how lucky you are. \_\_\_\_\_  
b. Whether or not you make a profit in business depends 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. \_\_\_\_\_

**Assessment 3-1 The entrepreneurial Orientation Inventory (Cont.)**

Statement	Points
17. a. No matter how hard a person works, he or she will achieve only what is destined. b. The rewards on 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.	_____ _____

### The Entrepreneurial Orientation Inventory Scoring Sheet

**Instructions:** Transfer your point allocations from the inventory form onto this scoring sheet.

Internal Locus of control	External Locus of Control
1b	1a
2b	2a
3b	3a
4a	4b
5b	5a
6a	6b
7b	7a
8b	8a
9a	9b
10b	10a
11b	11a
12b	12a
13b	13a
14b	14a
15a	15b
16b	16a
17b	17a
18a	18b
19b	19a
20a	20b
Total Internal _____	Total External _____

Determine the ratios of your internal/external locus of control scores by dividing the total internal score by the total external score. Record the amount here \_\_\_\_\_.