APPENDIX - H

GUESSING TEST

Your Name ________________________________

We have taken some situations in which entrepreneurs were involved. They thought or did something. We would like to see if you can correctly guess what happened. With each situation two alternatives are given. Choose one of the two to indicate your opinion of what happened.

1. An entrepreneur is showing a machine to his friend. What is he saying to him?
   a) I want to improve this machine
   b) I hope this machine works otherwise I shall not be able to make much profit.

2. Some entrepreneurs are having a meeting after they see the government officials. What are they discussing?
   a) They are discussing how to defend the mistakes pointed out by the government officials.
   b) They are discussing how the various tasks can be completed in time.

3. An entrepreneur is talking with a friend. What is he telling him?
   a) I am sure my factory will make huge profits.
   b) If my factory is not profitable, I shall be ruined.

4. An entrepreneur has called his manager for discussion. What does he think about his manager?
   a) He thinks the manager lacks drive and has not been able to promote the sale of the product.
   b) He thinks the manager is an efficient person.

5. An entrepreneur is talking with his wife. What is he telling her?
   a) I do a good job and I enjoy it.
   b) I am upset that we could not get the contract.
6. An entrepreneur is talking about his plan with a friend. What is he telling him?
   a) I do not want to stay behind others in these contracts.
   b) I shall certainly finish the contract in time.

7. An entrepreneur has called an outside consultant, and is discussing with him. What is he discussing?
   a) He is asking him to design a new system.
   b) He is getting his plans checked by the consultant.

8. A group of entrepreneurs have a dinner party. Two of them are talking in a corner. What are they saying?
   a) We shall not succeed if we cannot work together.
   b) We have extremely good chances of success.

9. An entrepreneur is talking with his manager about their foreman. What is he saying?
   a) If the foreman achieves the target we shall reward him.
   b) The foreman will have to do better if he wants a raise in his salary.

10. An entrepreneur is leaving his desk late in the evening. What do you think is happening?
    a) He says to himself, "My God, I am again stuck. I shall come back to it tomorrow."
    b) He has at last finalised his plan, and gives a sign of relief.

11. An entrepreneur is working out the details of a plan. What does he want to do?
    a) He tries not to overquote so that he can get the contract.
    b) He does not want to lose the contract, and is thinking what can be done.

12. An entrepreneur is sitting in a chair and thinking. What is he thinking?
    a) He is thinking how to increase his production.
    b) He is wondering whether any mistakes were made in the plan of production.
13. The entrepreneur has called his manager to ask him about the proposed schedule of work. What does the manager think to himself?
   a) He believes that the work will be done.
   b) He is apprehensive they have problems, but hesitates to tell his boss.

14. Two officers in a government department are discussing the case of an entrepreneur. What are they saying?
   a) He should be given the contract, depending on whether he will be able to complete this task or not.
   b) He should be given the contract as he does his job very well.

15. An entrepreneur is standing before a machine he has designed. What is he thinking?
   a) What a good machine we have been able to make!
   b) Why on earth we couldn't find the nagging fault!