PART - I
Entrepreneurial Attitudes Inventory
(Locus of Control)
Given below are 10 pairs of statements. In each pair there are two statements a and b. In each pair choose one of the statements (a or b) with which you agree more than the other. Indicate your agreement by checked (x) in the space at the left hand of the statement with which you agree.

1. a. Many of the unhappy things in people's lives are partly due to bad luck.
   -- b. People's misfortunes result from the mistakes they make.

2. a. In the long run people get respect they deserve in this world.
   -- b. Unfortunately, an individual's worth often passes unrecognised no matter how hard he tries.

3. a. Without the right breaks one cannot be an effective leader.
   -- b. Capable people who fail to become leaders have not taken advantage of their opportunities.

4. a. I have often found that what is going to happen will happen.
   -- b. Trusting fate has not turned out as well for me as making a decision to take a definite course of action.

5. a. Becoming a success is a matter of hard work, luck has little or nothing to do with it.
   -- b. Getting good business depends mainly on being in the right place at the right time.

6. a. When I make plans, I am almost certain that I can make them work.
   -- b. It is always not wise to plan too far ahead because many things turn out to be a matter of good or bad fortune anyhow.

7. a. In my case getting what I want has little or nothing to do with luck.
   -- b. Many times we might just as well decide what to do by flipping a coin.

8. a. In the long run the bad things that happen to us are balanced by the good ones.
   -- b. Most misfortunes are the results of lack of ability, ignorance, laziness or all of these.

9. a. Many times I feel that I have little influence over the things that happen to me.
   -- b. It is impossible for me to believe that chance or luck plays an important role in my life.

10. a. What happens to me is my own doing.
    -- b. Sometimes I feel that I don't have enough control over the direction life is taking.
PART - II
The Entrepreneurial Orientation Inventory

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 statements in each pair, to indicate the extent to which you agree with each of the statements.

Suppose in Item No.1, if you agree with statement 'a' slightly more than statement 'b', you may give 3 points to statement 'a' and 2 points to statement 'b'. If you agree more with 'a' than 'b' you may give 4 points to 'a' and 1 point to 'b'. If you fully agree with statement 'a' and do not agree with 'b' than you may attribute 5 to 'a' and 0 to b. Then the distributions may be - (5:0), (4:1), (3:2), (2:3), (1:4) and (0:5).

Please note more than, you may not divide your points equally (i.e 2.5) between the two choices. You must choose one statement with which you agree more and than distribute the 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 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/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 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 or 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 a profit in business depends on how capable you are as an entrepreneur.
       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 (government agencies, banks, bureaucracies 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. Perceptive entrepreneurs fail quite often.
       b. When an entrepreneur's prediction of the market situation is wrong, that person can blame only himself/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 reward one achieves depends solely on the efforts one makes.
18. a. Organisational effectiveness can be achieved by employing competent and effective people.
   b. No matter how competent the employees in a company are, if socio-economic conditions are not good, the organisation 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 then leaving things to chance.

20. a. The work of competant people will always be recognised.
   b. No matter how competent one is, it is almost impossible to get ahead in life without contacts.
PART - III

The Interpersonal Trust

A few statement are made below. You may agree with some of them and 
may not agree with some others. Chock 'A' against the statement if you 
agree with that statement. For the statement you don't agree with chock 
'D' (disagreement) in the same way. Answer all items.

1. In dealing with strangers one is better off to be cautious 
   until they have provided evidence that they are trustworthy. A / D
2. Most people do not do what they say they will do A / D
3. It is safe to believe that in spite of what people say, most 
   people are primarily interested in their own welfare. A / D
4. Most experts can be relied upon to tell the truth about the 
   limits of their knowledge. A / D
5. In these competitive times, one has to be alert or someone 
   is likely to take advantage of you. A / D
6. Most salesmen are honest in describing their products. A / D
7. Most repairmen will not overcharge even if they think 
   you are ignorant of their specialty. A / D
8. If one trusts his employees he get the most out of them. A / D

PART - IV

Adoption, propensity and entrepreneurial confidence

There are 20 statements given below. Some of them may be true 
statements about you and other false. Please indicate whether the 
statements speaks the truth about you or represents you falsely by 
chocking (T/F). Read each statement and indicate whether the statement 
is true about you or not. If it is true circle 'T', else 'F'. Answer 
all items.

1. I am always eager to know about new developments T / F
2. If I know there is risk in implementing a new practice, 
   then I don’t like to try the practice. T / F
3. Trying out new methods is really a luxury and very few 
   people can afford it. T / F
4. I try to keep myself up-to-date on information pertaining 
   to my professional field T / F
5. In these days of rapid progress all around us, we cannot 
   afford to be be slow to learn new ways of doing things. T / F
6. If I hear about a new practice in my field, I feel restless 
   till I try it. T / F
7. These days, there is no end to new techniques coming up. In 
   the circumstances, the best policy is to wait and see. T / F
8. To accept new methods and techniques in a hurry is dangerous T / F
9. Old practices are generally more economical than new ones. T / F
10. I always rely on things that have been tried out 
    successfully before. T / F
11. It is possible to live life in terms of what I want to do. T / F
12. I can cope with the ups and downs of my life. T / F
13. I live in terms of my wants, likes and dislikes. T / F
14. I trust my ability to size up a situation T / F
15. I do not feel it necessary to defend my past actions. T / F
16. I do not feel bad where my point of view is not accepted 
   by others. T / F
17. I feel free to be myself (i.e. do whatever I feel is correct) and bear the consequences.  T / F
18. I feel that I can run the business all alone.  T / F
19. Usually I feel certain and secure in whatever I do.  T / F
20. When I fail I get so much disappointment that sometimes it is difficult for me to go ahead with the task  T / F