

# Entrepreneurial Competencies

Competencies	Behavioral Indicators:	1	2	3	4	5
Perseverance	I continue to work with concentration, even when there are distractions.					
	I demand a lot from myself when I am working.					
	After setbacks or failures, I continue a task anyway.					
	I work with a clear goal in mind.					
Persuasion	I explain my ideas clearly and coherently.					
	I make people enthusiastic for my idea.					
	I make clear to others what I want to achieve.					
	I use the right arguments in function of the person I am talking to.					
	I get my message across in an enthusiastic way.					
Networking	I develop trusting relationships with others that endure.					
	I enjoy getting to know new people.					
	I do what is necessary to ensure that my contacts with people remain good.					
	I maintain my personal network.					
Market insight	I know who my (future or current) competitors (co-players, adversaries) can become.					
	I negotiate with suppliers for purchase and delivery terms.					
	I talk to others to know what's going on and what's needed.					
	I know who my (potential) suppliers are.					
Assessing risks	I analyze the possible risks before I start something.					
	I weigh advantages and disadvantages when I have to take a risk.					
	I first consider the possible negative consequences of a risky					
	opportunity.					
Customer focus	I listen carefully to customers.					
	I respond appropriately to customers' comments and questions.					
	Customers can come to me with their complaints.					

	I use customer feedback to improve products and services.					
	I inform customers so that they have a correct idea of the services and products.					
Awareness of returns	I keep a constant eye on my budget when I'm working on something.					
	Before I invest money, I research other options.					
	I think about how I use my resources. I try to use those resources in the best possible way possible.					
	Before I start something, I think about what it will cost me and what it will bring me.					
	I monitor my income and expenses to stay financially sound.					
Responsibility	My judgment is formed independently, even when others think differently.					
	When someone does not fulfill his responsibilities I point this out to that person.					
	In large tasks that have to be carried out by several people I often take the lead.					
	I bear final responsibility for tasks that have been divided.					
Decisiveness	I like to take initiative.					
	When I decide something, I know exactly why I am deciding it.					
	I quickly assess a situation correctly.					
	I take decisions independently.					
Seeing opportunities	I have original ideas for new products or services on the market.					
	I know when my (future) customers want new products and services.					
	I can think in advance which new developments will come along within the sector in which I work.					
	I know what needs and requirements my environment has.					
	I can react creatively to opportunities.					
Future-oriented planning	If I notice that I might not achieve the desired results, I adjust my plan immediately.					
	I determine what steps must be taken first to accomplish my project.					
	I compare the progress made with the plans made.					
	Before I begin anything, I set a schedule.					

