



questor™ – Report and Learning

What is **Human Thinking** in the report

For Entrepreneurs: your mindset for creating social networks and trust relevant in a start-up and self-employment scenario.

For Employees: your mindset for creating social networks and trust relevant in a commercial role.

For Students: your mindset for creating social networks and trust relevant for an employability in a commercial career.

What is **Innovation Thinking** in the report

For Entrepreneurs: your mindset about innovation, demand creation, ideation and your innovation biases relevant in a start-up and self-employment scenario.

For Employees: your mindset about innovation, demand creation, along with your enterprising approach relevant in a commercial role.

For Students: your mindset about innovation, demand creation, along with your enterprising approach relevant for an employability in a commercial career.

What is **Risk Thinking** in the report

For Entrepreneurs: your mindset about risk taking and decision making relevant in a start-up and self-employment scenario.

For Employees: your mindset about risk taking and decision making relevant in a commercial role.

For Students: your mindset about risk taking and decision making relevant for an employability in a commercial career.

What is Entrepreneurial Potential in the report

You reach your Entrepreneurial potential when all the 3 thinking – Risk, Innovation and Human are collectively in balance. This means they are all at the upper end of the scaling system.

How to read the tables in the report

How your fundamental mindset, internal biases and motivational aspects are on each of the 3 thinking – Risk, Innovation and Human, in a simple table matrix.

How to read the scoring diagram

Your score is visualised on a simple 3 axis diagram. Each axis corresponds with a thinking model (Human, Innovation or Risk).

Your score increases as you move from the farthest edge (0) to the centre (5). On each axis, a cube will light up to represent your current score i.e. your current entrepreneurial potential.

Interactive icons – a self learning opportunity

In each table, click on the icons above each column to get more insights into each of these thinking areas relevant in a student / entrepreneurship / employee scenario, depending on your ETQ score in the scaling system. A prompt in the report will guide you.

Explainer table

A further explainer table can be shared if required after you have read the report carefully.

Read the report carefully

Just because you know something, or have seen the report doesn't mean your Entrepreneurial Thinking (mindset) will take a turn. Re-read and read carefully. Focus on understanding the report rather than jumping into quick conclusions. Understand the list of actions for you to consider. Your Entrepreneurial Thinking (mindset) will start to change when you start taking the actions highlighted in the report.



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