**QUESTIONS FOR START UPPERS**

**A moderate risk taker**

Do you like gambling?

How did you recover from your lowest point in life?

**Resource assembler/leverager**

How do you choose your collaborators? Even in the past. What are the most important methods/criteria?

**Creative**

When and how did you come up with your start-up idea? How did you make it real?

What’s the favourite part of your job?

**Tenacious**

Did anyone try to discourage you? How did you react?

You have 2 options:

- a “regular” start up with high potential to grow

- ”the” start up of your dream with a low potential to grow

Which one do you choose?

Did your family support you? What was their reaction to your decision?

**Visionary / Optimistic disposition**

How do you see the world in 20 years?

And in relation to AI impact in your sector?

When you start a new project, do you prefer asking immediately for external support? Or do you prefer exploring by yourself and then asking for support?

**A networker**

Have you ever looked for investors? If yes, how did you approach the problem?

Do you have an internal sales team?

Do you have many friends in the business world? In general, do you like networking events?

**Achievement motivated**

How would you describe the child you were? Who inspired you

**Alert to opportunities**

Are you more methodical in selecting opportunities, or do you follow your instincts and gut feelings?

**Energetic**

Have you ever doubted your abilities as an entrepreneur?

What do you do in your free time?

**A strong work ethic**

What was the biggest challenge you had to face with your start-up and how di did you solve it

Is it hard for you to fire a collaborator of yours?

**FINALLY…**

Tell us about a characteristic/trait of your personality that you develop during the entrepreneurial journey and why