

**ICT
ENTREPRENEUR**

MODULE 2: PERSONAL RESOURCES AND SOFT SKILLS EXERCISES

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to foster the entrepreneurial spirit of ICT students



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EXERCISE 1

BUILDING A POSITIVE ATTITUDE AND PERSONAL SELF ESTEEM EVALUATION

The following exercise allows you to evaluate your **attitude and** self-esteem using this scale:

5 = Always

4 = Most of the time

3 = Sometimes

2 = Rarely

1 = Never

___ 1. I feel successful in my present work/school activities.

___ 2. I feel satisfied with my present work/school path.

___ 3. I consider myself to be a risk taker.

___ 4. I feel that continuing my education is important.

___ 5. I consciously look for the good in others.

___ 6. I can do most everything I put my mind to.

___ 7. I am comfortable in new social situations.

___ 8. I appreciate compliments from others.

___ 9. I feel comfortable speaking in front of others.

___ 10. I enjoy telling others of my success.

___ 11. I am an optimistic person.

___ 12. I am goal-oriented.

___ 13. I am comfortable making decisions.

___ 14. I am in good physical condition.

___ 15. I am respected by others for who I am.

___ 16. I project a positive self-image.

___ 17. I am an active listener.

___ 18. I like being responsible for projects.

___ 19. I enjoy controversial discussions.

___ 20. I find obstacles challenging.

___ 21. I am able to ask for help without feeling guilty.

___ 22. I can laugh at my own mistakes.

___ 23. I am responsible for my thoughts and actions.



- ____ 24. I am direct when I voice my feelings.
- ____ 25. I am leading a balanced life.
- ____ 26. I am an enthusiastic person.
- ____ 27. I use eye contact when talking to others.
- ____ 28. I genuinely like myself for who I am.
- ____ 29. I take criticism well and learn from it.
- ____ 30. I exercise regularly and eat a balanced diet

Add up your points and put the total here: _____

You score indicates:

- 120 - 150 = Very high self esteem and positive attitude
- 90 - 119 = Moderately high self esteem and positive attitude
- 60 - 89 = Average self esteem and average attitude
- 31 - 59 = Moderately low self esteem and negative attitude
- 0 - 30 = Low self esteem and negative attitude

EXERCISE 2

PERCEPTION EXERCISE

Learning objective: To adopt the viewpoint that there is more than one way to look at a problem or opportunity.

Time required: 20-30 minutes, or more if you take it to Stage II.

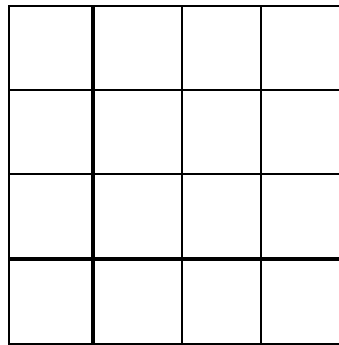
Required resources: None

Process

Stage I

1. Draw the following figure on a flipchart making it large enough so that everyone in the group can see it clearly. Hand out small pieces of plain paper to each participant. Without

explanation or introductory remarks, ask participants to observe the figure and to write on the piece of paper an answer to the following question: *How many squares do you see?*



2. Give participants 30 seconds to record their answers.

Trainer's note. Figures at the end of these task statements illustrate ways to determine the number of squares that individuals will see and incorporate into their answers. They will usually range from 16 squares to 30.

3. Collect the answers and record the numbers from their responses on the same flipchart, keeping the figure exposed to view.
4. When all their answers have been recorded, ask participants which of the answers is the right one. The answer to this question will often depend on the largest number of squares recorded. Some may say all of the answers are right since the question asked was about the number of squares you see and not how many squares there are. This is the response you are hoping for since it makes the point that what is correct for each of us is what we see at the time. Our perceptions are the reality we see and often reveal or communicate to others.
5. Encourage a discussion of the exercise by asking participants what differing opinions about the number of squares on a flipchart might have to do with the way people see particular issues in starting up small business or solving problems.