

Appendix

S.N	Code	Questions	SD	D	N	A	SA
General Decision-Making Style GDMS							
<i>Rational</i>							
1	GDMS1	I double-check my information sources to be sure I have the right facts before making a decision.	1	2	3	4	5
2	GDMS2	I make decisions in a logical and systematic way.	1	2	3	4	5
3	GDMS3	My decision making requires careful thought.	1	2	3	4	5
4	GDMS4	When making a decision, I consider various options in terms of a specific goal.	1	2	3	4	5
<i>Intuitive</i>							
5	GDMS5	When making a decision, I rely upon my instincts.	1	2	3	4	5
6	GDMS6	When I make decisions, I tend to rely on my intuition.	1	2	3	4	5
7	GDMS7	I generally make decisions that feel right to me.	1	2	3	4	5
8	GDMS8	When I make a decision, it is more important for me to feel the decision is right than to have a rational reason for it.	1	2	3	4	5
<i>Dependent</i>							
9	GDMS9	I often need the assistance of other people when making important decisions.	1	2	3	4	5
10	GDMS10	I rarely make important decisions without consulting other people.	1	2	3	4	5
11	GDMS11	If I have the support of others, it is easier for me to make important decisions.	1	2	3	4	5
12	GDMS12	I use the advice of other people in making my important decisions.	1	2	3	4	5
<i>Avoidant</i>							
13	GDMS13	I avoid making important decisions until the pressure is on.	1	2	3	4	5
14	GDMS14	I postpone decision making whenever possible.	1	2	3	4	5
15	GDMS15	I often procrastinate when it comes to making important decisions.	1	2	3	4	5
16	GDMS16	I generally make important decisions at the last minute.	1	2	3	4	5
<i>Spontaneous</i>							
17	GDMS17	I generally make snap decisions.	1	2	3	4	5
18	GDMS18	I often make decisions on the spur of the moment.	1	2	3	4	5
19	GDMS19	I make quick decisions.	1	2	3	4	5
20	GDMS20	I often make impulsive decisions.	1	2	3	4	5
Entrepreneurial Intention							
21	EI1	Make every effort to start and run own firm.	1	2	3	4	5
22	EI2	Professional goal is to become entrepreneur.	1	2	3	4	5
23	EI3	Determined to create a firm.	1	2	3	4	5
24	EI4	Ready to do anything to be entrepreneur.	1	2	3	4	5
25	EI5	Very serious thought of starting a firm.	1	2	3	4	5
Social Capital							
26	SC1	Staffs engage in open and honest communication with one another.	1	2	3	4	5
27	SC2	Cross-departmental working is important in driving service improvement.	1	2	3	4	5
28	SC3	Staffs keep each other informed at all times.	1	2	3	4	5
29	SC4	There is a high level of trust between officers.	1	2	3	4	5
30	SC5	Workers share the same ambitions and vision for the company.	1	2	3	4	5
31	SC6	The authority's mission, values, and objectives are clearly and widely	1	2	3	4	5

		understood and owned by all staff in the service.					
Opportunity Discovery							
32	OD1	I discover entrepreneurial opportunities that exist in my industry.	1	2	3	4	5
33	OD2	I discover previously unnoticed entrepreneurial opportunities.	1	2	3	4	5
34	OD3	I am excited by the knowledge that there are many unexploited entrepreneurial opportunities.	1	2	3	4	5
35	OD4	I undertake methods and solutions to product problems that build on my experience.	1	2	3	4	5
36	OD5	I searched for product information and ideas that took the firm into existing product areas.	1	2	3	4	5
Opportunity Creation							
37	OC1	I am attracted by the idea of breaking away from routine activity.	1	2	3	4	5
38	OC2	I like to discover new ways of doing things.	1	2	3	4	5
39	OC3	I prefer to find new uses for existing products.	1	2	3	4	5
40	OC4	I am a source of innovative ideas.	1	2	3	4	5
41	OC5	I collect information on totally new products.	1	2	3	4	5
42	OC6	I search for product information involving experimentation and high risk.	1	2	3	4	5