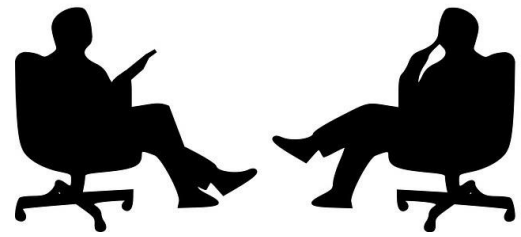


ED Cell

Mechanical Department
Government Polytechnic Jamnagar



Activity: *Entrepreneurial Informational Interviewing*

Sample Questions for Entrepreneurs

Standard Questions for Entrepreneurs

- How did the idea for your business come about?
- What was your key driving force to become an entrepreneur?
- How did you come up with the name for your company?
- How did you raise funding for your venture?
- How do you build a successful customer base?
- How do you market your business, and which tactics have been most successful?
- What kind of culture exists in your organization, and how did you establish it?

Personal Questions for Entrepreneurs

- How many hours a day do you work on average?
- Can you describe/outline your typical day?
- How has being an entrepreneur affected your family life?
- What motivates you?
- How do you generate new ideas?
- What is your greatest fear, and how do you manage fear?
- What are your ideals?
- How do you define success?
- Do you believe there is some sort of pattern or formula to becoming a successful entrepreneur?
- What is your favorite aspect of being an entrepreneur?
- What has been your most satisfying moment in business?

Tips and Advice-based Questions for Entrepreneurs

- What piece of advice would you give to college graduates who want to become entrepreneurs?
- If you had the chance to start your career over again, what would you do differently?
- What would you say are the top three skills needed to be a successful entrepreneur?
- What entrepreneurial tricks have you discovered to keep you focused and productive in your day-to-day busy schedule?
- What key activities would you recommend entrepreneurs to invest their time in?

Miscellaneous Questions for Entrepreneurs

- Who has been your greatest inspiration?
- What business-related book has inspired you the most? (or, What is your favorite book?)
- If you had a magic stick, which are the three things you would change in the world?
- What is the part of your life experience you would alter if you had the chance to?
- If you were to write a book about yourself, how would you name it?