

FEAR OF FAILURE: ENTREPRENEURS

Please indicate the extent to which you agree or disagree with each statement.
Rate scores from 0 ("Not at all") to 5 ("Strongly Agree")

"OVER THE PAST FEW MONTHS, I HAVE BEEN AFRAID..."

1. ...of not getting enough funding to move the company forward
2. ...that no one will be interested in the product/service
3. ...that this is not a valuable business idea
4. ...of other people's expectations of me
5. ...that running the business is taking my time away from other activities
6. ...of missing important events of my life because of my business
7. ...of not being able to manage people effectively
8. ...of running out of money
9. ...that there is no need for our product/service out there
10. ...of disappointing the people who are important to me
11. ...of not being able to finance the business
12. ...of not being able to spend enough time with my family and friends
13. ...of losing all my savings
14. ...of losing the trust of people who are important to me
15. ...of not being able to get the required funding for the business
16.of not being able to manage the business effectively
17. ...of not being able to fulfil all the roles that this job requires
18. ...of losing all I have invested in the business/business activities

Adapted from Cacciotti, G., Hayton, J. C., Mitchell, J. R., & Allen, D. G. (2020). Entrepreneurial fear of failure: Scale development and validation. *Journal of Business Venturing*, 35(5), 106041.

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Enter your ratings for each numbered question in the category where it appears.
Add the ratings for each category to obtain a total for that specific facet of
Fear of Failure.

Funding for Business	Potential of Idea
1. _____ 11. _____ 15. _____ Total: _____	2. _____ 3. _____ 9. _____ Total: _____
Threat to Social Esteem	Opportunity Cost
4. _____ 10. _____ 14. _____ Total: _____	5. _____ 6. _____ 12. _____ Total: _____
Personal Ability	Financial Security
7. _____ 16. _____ 17. _____ Total: _____	8. _____ 13. _____ 18. _____ Total: _____

Interpreting Your Score

Your score on these six components can range from a low score of 0 to a high score of 15. Any component where your score is above 9 is an area that you might consider addressing.