

Assess Your Entrepreneurial Skills

Objective: Determine your entrepreneurial skills.

There are many great returns from starting your own business. Among these are:

- Sense of accomplishment
- Greater income and wealth
- A sense of freedom and independence
- An opportunity to be creative
- Opportunities to meet people
- The opportunity to turn work into fun
- To be your own boss
- To transform personal expenses into legitimate tax deductions

Time Required: 30 minutes.

Instructions: Read the **Business Potential Questionnaire**. Let your mind absorb the questions for a few minutes and then answer the questions truthfully. Grade yourself according to the code at the bottom.

Checklist

Date Completed

1 Complete the **Business Potential Questionnaire**. _____

What Is Your Business Potential?

	Yes	No
1. I thrive on constant change.	_____	_____
2. Working to accumulate wealth is the most important thing to me, even if I have to work for someone else to do it.	_____	_____
3. I enjoy work, particularly if it allows me to improve on my ideas.	_____	_____
4. I wouldn't want to spend many years developing an idea.	_____	_____
5. If the situation calls for it, I can make a decision and it is usually a good one.	_____	_____
6. I love buying lottery tickets.	_____	_____
7. If I undertake a venture that is well planned but somehow unsuccessful, I view it a setback or that I just ran out of time.	_____	_____
8. I am persuasive when I am trying to accomplish something.	_____	_____
9. I sometimes run out of energy.	_____	_____
10. Investing in the stock market is exciting to me.	_____	_____
11. Being organized is not one of my priorities.	_____	_____
12. I have often been at odds with my employer(s) on many issues.	_____	_____
13. I enjoy exchanging my many ideas with other people.	_____	_____
14. I consider myself a nonconformist, but abide by the laws and rules.	_____	_____
15. I tend to set realistic and achievable goals.	_____	_____
16. I rarely get started until just before deadline.	_____	_____
17. There can be no value in suffering.	_____	_____
18. I am not one to try new or untraditional things.	_____	_____
19. I am honest, dependable and responsible	_____	_____
20. Looking back at my childhood, I was an enterprising kid.	_____	_____

Answering YES to questions 1, 3, 7, 8, 10, 12, 13, 14, 15, 19 and 20 and NO to questions 2, 4, 6, 9, 11, 16, 17 and 18 would give you a perfect score. If you answered 18 or more questions correctly, you definitely have what it takes to start your own business.