

**ENTREPRENEUR
SELF-ASSESSMENT**

Is running your own business right for you?

A brief self-assessment can help you decide if entrepreneurship is a good fit for you and your lifestyle.

You don't have to share the results of this assessment with anybody else and this is not a competency or aptitude test. Reflecting on your answers and being honest with yourself will give you the fairest analysis your personal potential to succeed as a small business owner. Your results will also help as you consider whether you will enjoy the daily challenges and achievements of self-employment.

Next to each of the statements below, check 1 if the statement is "least like me" and 5 if the statement is "most like me" and somewhere in between if you're not sure.

It may also be helpful to write notes or try to recall times or situations in which you demonstrated these characteristics.

Initiative

Initiative is the ability to be resourceful, work independently, see problems as challenges to be overcome and to take decisive action to achieve your goals.

		1	2	3	4	5
1	I see opportunities that others miss.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2	I am willing to take risks to meet my goals.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3	I'm creative and have an active imagination.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4	I believe that anything is possible.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Problem-solving

When confronted with a challenging or unexpected situation, approach it objectively, look at alternatives and work to find the best possible solution.

		1	2	3	4	5
1	There's a solution to every problem.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2	I'm able to analyze problems to their root cause.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3	I include others when designing solutions to problems.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4	I recognize that change can have unintended results.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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Perseverance

Believing in yourself and your ideas, despite criticism, challenges, or previous failures means that you keep moving toward your goal, through adaptation, determination, and courage.

		1	2	3	4	5
1	I never give up.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2	I handle criticism well.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3	I can learn from my mistakes.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4	When something doesn't work, I try a different approach.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Planning

Stating your goals clearly, with measurable targets, and then working out a path to achieving them will enable you to identify and address challenges early, preventing them from becoming true roadblocks.

		1	2	3	4	5
1	I can bear down and do my research.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2	I am comfortable taking an educated guess.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3	I am comfortable setting expectations for myself and others.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4	I enjoy checking things off my to-do list.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Seemingly Random Stuff

In addition to the important characteristics above, there are a few other factors that don't fit easily into any other category.

		1	2	3	4	5
1	I have experience in the industry I'm considering.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2	I don't need a steady paycheck, vacation, or health benefits.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3	I'm willing to work 50+ hours per week to succeed.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4	I am reliable – my employees, suppliers and customers can count on me.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

ENTREPRENEUR SELF-ASSESSMENT

Now that you've examined yourself through the lens of these 20 statements, it's time to consider the results. Remember, this is only for you.

Look first at all the statements that you have scored a 4 or 5. These are the personal qualities that you already have that can support your goals of being your own boss. If you have scored 15 or more of these statements a 4 or 5, you are more likely than many to find owning your own business works for you and success is within reach.

Alternatively, if you look at the scores you've given these statements and find that 15 or more are scored only a 1 or 2, entrepreneurship may not be the right direction for you. You may find that owning your own business takes more effort than you expect.

Finally, maybe your scores are all over the place or you've found that one or two sections score lower than the rest. If this is the case, don't rule out becoming an entrepreneur. You've got some strong attributes and you've identified areas that you need to work on before you take the plunge. There are many books and online resources that can help you strengthen those personal traits that will challenge your success. Take the assessment again after some work in these areas.