

AM I AN ENTREPRENEUR?

ENTREPRENEURIAL SELF ASSESSMENT

The following list of personal characteristics is designed to help you determine if you have what it requires to be a successful entrepreneur. Analyze yourself carefully and honestly as you answer each question.

There are no right or wrong answers in this checklist. However, if most of your answers are yes, you probably have what it takes to become an entrepreneur. If you answered no to about half of the questions, you may need assistance to reinforce the areas where you are weak. If the majority of your answers are no, then entrepreneurship is likely **not** for you.

	YES	NO
Do I really have the desire to be my own boss rather than work for someone else?	_____	_____
Am I a self-starter?	_____	_____
Do I have management skills (managing finances, employees, and other aspects of the business)?	_____	_____
Do I have experience in the type of business I am interested in owning and operating?	_____	_____
Can I accept the responsibility of seeing things through the end?	_____	_____
Am I a well-organized person?	_____	_____
Do I have the desire to lead and direct others?	_____	_____
Can I make decisions quickly if I have to?	_____	_____
Do I have good health and the high level of energy necessary to be an entrepreneur?	_____	_____
Do I have the financial resources , as well as future credit resources I need to begin?	_____	_____
Can I sustain my business through the early, formative years?	_____	_____
Can people (customers and employees) trust what I say?	_____	_____
Do I have the need to set and achieve difficult goals and move on to other challenges?	_____	_____

	YES	NO
Do I have the desire to be innovative and creative?	_____	_____
Do I prefer having a plan of action (business plan) before I begin an activity?	_____	_____
Is my partner and / or family supportive of my plan?	_____	_____
Am I on time for appointments?	_____	_____
Am I willing to work the long hours it takes to be an entrepreneur?	_____	_____
Do I have the desire to stick with the business even in troubled times?	_____	_____
Am I willing to do all the tasks necessary for the successful operation of the business?	_____	_____
Even though its scary to try something new, am I the kind who tries it?	_____	_____
If I want something, do I ask for it rather than wait for someone to notice and just give it to me?	_____	_____
Even though people tell me it cant be done, do I have to find out for myself?	_____	_____
I want to be financially independent.	_____	_____
I'll speak up for an unpopular cause if I believe in it.	_____	_____
Can I take risks with money, that is, invest, and not know the outcome?	_____	_____
Have I taken a risk in the last 6 months?	_____	_____
Do I like trying new food, new places, and totally new experiences?	_____	_____
Can I walk up to a total stranger and strike up a conversation?	_____	_____
Have I ever intentionally travelled on an unfamiliar route?	_____	_____

Sources: Sandra Winston, *The Entrepreneurial Woman* (New York: Newsweek Books, 1979), 34-35.
Pickle, H.B. & Abrahamson, R.L., *Small Business Management* (5th Edition, 1990) 656-657.