

ARE YOU CUT OUT TO BE AN ENTREPRENEUR?

The questions are designed to stimulate introspection. Think carefully about each issue. Choose an answer before looking at the explanation. Record that answer and then read the question's explanation. Mark those questions in which your answer indicates that you wouldn't make a good entrepreneur, and come back and think about them again after considering all the questions.

QUESTIONS FOR SELF-EXAMINATION

1. **Are you a self-starter?**
 - a. I generate work for myself and others.
 - b. I am adept at solving well-defined problems.
 - c. I complete any assignments in an outstanding way and look to my boss for the next one.
2. **Do you like and get along with people?**
 - a. I have rarely met anyone I didn't like and respect.
 - b. I have a few good friends that I enjoy, but have little interest in knowing a great many people.
 - c. I'm not antisocial, but the great majority of people are jerks.
3. **Has your career so far been primarily in:**
 - a. Small business (less than 200 employees)?
 - b. Medium-sized business (200 to 1,000 employees)?
 - c. Large business (over 1,000 employees)?
 - d. Government or nonprofit organizations?
4. **Did you engage in business activity as a child or teenager?**
 - a. I started one or more businesses of my own.
 - b. I worked all the time in a series of part-time and summer jobs.
 - c. I worked when I had to.
5. **How old are you now?**
 - a. 20's.
 - b. 30's.
 - c. 40's.
 - d. Over 50.
6. **Have you ever been fired (not laid off) because you just didn't get along with your boss or the environment?**
 - a. More than once.
 - b. Once.
 - c. Never.
7. **What is your main reason for considering your own business?**
 - a. To be my own boss.
 - b. For prestige and recognition.
 - c. To get rich.

8. **How would you react if you started a business and it failed, losing most or all of your savings in the process?**
 - a. I'd learn from my mistakes and start over.
 - b. I'd be very shaken but would eventually recover.
 - c. That would be a disaster; I'd be devastated; I don't know what I'd do.
9. **What kind of gamble interests you the most?**
 - a. A long shot with odds of 100 to 1 or more in which you can make a real killing (a payoff of 100 to 1 or more).
 - b. A game in which the odds are against you (say 3 to 1) but in which you can improve your chances of winning by developing your skill at the game.
10. **How much management experience have you had?**
 - a. Several years supervising a variety of people and projects.
 - b. A little.
 - c. None.
11. **Do you become totally involved in your work, tending to talk about it over meals with your family, to friends, at parties, etc.?**
 - a. Yes, definitely.
 - b. Mildly, but I'm not compulsive about it.
 - c. No. I keep my business and personal lives separate.
12. **Are you prepared to work 80 or more hours a week for an indefinite number of years?**
 - a. Yes, and I'm excited about the prospect.
 - b. Yes, if I have to, but I will look forward to the time when the business is secure enough for me to take it a little easier.
 - c. No, that shouldn't be necessary except in the beginning. I'll work smart enough to put in reasonable hours.
13. **When you engage in competitive activities (sports, games, etc.) what is most important to you?**
 - a. Winning.
 - b. Playing with style, grace, and good sportsmanship.
 - c. Enjoying myself and getting a good workout.
14. **Do you belong to and actively participate in church groups, civic organizations, social and fraternal clubs, political organizations?**
 - a. Yes. I'm a real joiner. I belong to five or more organizations. I go to meetings regularly, participate actively, and run for offices often.
 - b. I belong to a few organizations but am not too active in most of them.
 - c. No. I try to stay away from such activities as they take energy away from my work.
15. **Do you like to solve problems yourself, or are you okay with getting help and advice from an expert?**
 - a. I don't like reinventing the wheel. The first thing I do when faced with a problem is to look around for someone who has already solved the same dilemma.
 - b. I work on things myself for a while and look for outside help if I get stuck.
 - c. I take pride in working out my own solutions to my own problems.

16. How do you handle getting several tasks done at the same time?

- a. I'm able to get a number of things underway at once, dividing my time between them. I'm able to switch my attention to the hottest item and then return to the others without losing much momentum. In fact, I enjoy the variety of working this way.
- b. I find tasks yield to concentrated effort. I like to work hard on one thing until it's completed, then move on to the next item.

17. How do you rate your organizational abilities?

- a. Great. I always know where I am and where I'm going. I force the people under me to function in the same way.
- b. Fair to good. I generally know what's going on, but occasionally get lost.
- c. I'm a mess.

18. How is your health and energy?

- a. I'm in excellent health. I have a great deal of energy and almost never get sick.
- b. I have an average level of health and energy.
- c. I have a significant health problem and am tired a lot.

19. Are you unemployed?

- a. No. I'm considering leaving my current job to start my own business.
- b. Yes, but I'm been considering my own business for some time and would have quit pretty soon anyway.
- c. Yes, I was recently laid off and I thought I'd look into starting my own business while I'm also looking for another job.

20. How do you handle conflict of interest (as in dissatisfied customers or firing employees)?

- a. I don't like it, but I get through it as quickly as possible and put it behind me.
- b. I rather enjoy conflict and winning by dominating others.
- c. I can't stand fights. I get through them, but it takes me days to recover emotionally.

21. How do you feel about authority?

- a. I like running my own show but can accept authority that I feel is legitimate.
- b. I have to be able to do things my own way.
- c. I'm most comfortable when I have an authority figure to look up to.

22. Can you make decisions?

- a. I can weigh the pros and cons and make a decision quickly. The outcome is usually pretty good.
- b. I make good decisions, but it takes me a long time. I will not be rushed in important matters.
- c. I'm uncomfortable making important decisions.

Note: The answers to this questionnaire are available on our website www.businessownership.org.