

CHECKLISTS

CED'S ENTREPRENEURIAL TEST*

What makes you think you will be successful in business?

Some business development materials start out with a dissertation on the characteristics of the business owner in order to help you decide if you should go into business for yourself. These questions deal with the basic personality of potential entrepreneurs.

Are you “entrepreneurial” enough to build a business?

Do you know the meaning of the word *entrepreneurial*?

Are you a risk taker?

Did you get good grades in school?

Did you know many successful entrepreneurs did not?

You are a cautious person and a good student. Should you forget the whole thing? That's what some entrepreneurial tests would suggest.

However, there are many successful business owners who, as an adolescent, were team players, athletes, school leaders, excellent students, and never seriously questioned the status quo. Often, though, a tendency toward caution is not typical of many successful entrepreneurs. Most entrepreneurs tend to be maverick personalities with risk-taking vision and courage. Many entrepreneurs tend to be just a bit “off beat” and they sometimes need to be in order to creatively grow a successful business.

Obviously there is no set formula for success. However, the following entrepreneurial test may help you in your personal evaluation process. You just need to remember that this is simply a tool. It is fun to take and fun to interpret, but you should keep it in perspective.

For each question, check the answer that best describes you. **You must answer ALL questions for the test to be accurate.**

**you can find more information on-line at <http://sba.gov>.*

SELF-TEST

1. I'm persistent.
2. When I'm interested in a project, I need less sleep.
3. When there's something I want, I keep my goal clearly in mind.
4. I examine mistakes and I learn from them.
5. I keep New Year's resolutions.
6. I have a strong personal need to succeed.
7. I have new and different ideas.
8. I am adaptable.
9. I am curious.
10. I am intuitive.
11. If something can't be done, I find a way.
12. I see problems as challenges.
13. I take chances.
14. I'll gamble on a good idea even if it isn't a sure thing.
15. To learn something new, I explore unfamiliar subjects.
16. I can recover from emotional setbacks.
17. I feel sure of myself.
18. I'm a positive person.
19. I experiment with new ways to do things.
20. I'm willing to undergo sacrifices for long-term rewards.
21. I usually do things my own way.

Yes

Maybe

No

SELF-TEST (cont'd)

- 22. I tend to rebel against authority.
- 23. I often enjoy being alone.
- 24. I like to be in control.
- 25. I have a reputation for being stubborn.

Yes	Maybe	No

Scoring your test: Award yourself three points for every **Yes** answer, two points for every **Maybe** answer and zero points for every **No** answer. Add up your points for your score. **If you scored between 60 and 75**, you can start that business plan. You have the earmarks of an entrepreneur. **If you scored between 48 and 59**, you have potential but need to push yourself. You may want to improve your skills in your weaker areas. This can be accomplished by either improving yourself in these areas or by hiring someone with these skills. **If you scored between 37 and 47**, you may not want to start a business alone. Look for a business partner who can complement you in your weaker areas. **If you scored below 37**, self-employment may not be for you. You will probably be happier and more successful working for someone else. However, only you can make that decision.