**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? | \_\_\_\_\_ | \_\_\_\_\_ |
|  |  |  |
| 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 it’s 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 can’t 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 traveled 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. http://www.breitlinks.com/careers/business\_pdfs/amianentrepreneur.pdf