

Do You Have What It Takes to Be an Entrepreneur?

If you're thinking about starting a business, it's time for some personal assessment. There is an enormous difference between wanting to do something and being able to make a living at doing that. Being a successful business owner requires investing your own money in addition to a ton of time and effort. Despite the appeal of being your own boss, the reality is that not everyone is cut out to be a successful business owner.

A common concern among prospective entrepreneurs is whether they have the right personalities, characteristics or skills necessary to own and run a small business. The good news is that there's no definitive formula for what makes a person well-suited to being an entrepreneur. Still, it is true that most successful entrepreneurs do tend to share certain characteristics.

The following tests will help you evaluate whether starting a business fits well with your personality and skills. Use it to explore your "business fitness," but remember it is just a rough guide. Most successful entrepreneurs have weaknesses or gaps in one or more areas—the trick is to recognize these gaps early and either acquire those skills or work with other people who can fill them. The ultimate choice is yours!

Here are some quick assessment tests to evaluate before taking the entrepreneurial route.

[Entrepreneurial Test from BDC](#)

[Entrepreneurial Test from entrepreneur.com](#)

[Entrepreneurial Test from.mvp.cfee.org](#)

(Continues on next page)



ENTREPRENEURIAL TEST

Answer all questions by making a check under the column that best describes you. Be Honest!!!

Yes Maybe No

Succeeding is very important to me.

Once I set a goal, I see it through.

I am self-confident.

I do not like to be told what to do.

I am determined.

I will take a chance when I think an idea has promise.

I like being in charge.

I enjoy continually learning new things.

When I set my mind on something, I am persistent.

I am inventive.

I consider the cup half full, not half empty.

I don't get tired easily when I am interested in a project.

I am a risk-taker.

Others have called me hardheaded.

I would like to set my own hours and working conditions.

I prefer my own way of doing things.

I view emotional challenges as opportunities for personal growth.

I work well by myself.

I view problems as obstacles to overcome.

I prefer thinking out of the box and being innovative.

I am flexible.

I enjoy figuring things out.

I often trust my instincts.

I would like to have control over my earning and growth potential.

I view mistakes as learning opportunities.

	Yes	Maybe	No
Total checks in each column
Value for each check	<u>x 4</u>	<u>x 2</u>	<u>x 0</u>
SCORE

Evaluating the results

Value for each check: Yes = 4 , Maybe = 2 , No = 0
Multiply total checks in each column by the value for that column

Add the three columns → This is your Entrepreneurial Aptitude Score

- **If you scored between 100 and 81, you show strong aptitude for self-employment.**
- **If you scored between 80 and 61, you have potential but may want to improve your skills in your weaker areas by seeking training or hiring someone with the needed skills.**
- **If you scored between 60 and 41, you may not want to start a business alone. You may want to look for a business partner who can compliment you in the areas where you are weak. Keep in mind that having a partner can bring with it difficulties you may not want to experience as well. Make such a decision carefully and for the right reasons.**
- **If you scored below 40, 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.**