

SHOULD I GO INTO BUSINESS?

(Self-Evaluation)

Using a rating of 6 as the most applicable to you, and a rating of 0 as the least applicable, evaluate yourself as honestly as you can. Do them quickly; do not dwell on the questions.

INDEPENDENCE:

- | | | | | | | | |
|--|---|---|---|---|---|---|---|
| 1. I do things my own way | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 2. I tend to rebel against authority | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 3. I have a reputation for sometimes being stubborn | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 4. I like to take initiative | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 5. I often enjoy being alone | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 6. I gravitate toward positions of leadership | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 7. I like responsibility | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 8. I tend to stand on my own two feet rather than ask for help | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 9. I like to be in control | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 10. Personal freedom is very important to me | 6 | 5 | 4 | 3 | 2 | 1 | 0 |

Your score for Independence:

SELF-DISCIPLINE:

- | | | | | | | | |
|--|---|---|---|---|---|---|---|
| 1. I am persistent | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 2. I finish projects even though they involve a great deal of work | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 3. I will work as long as it takes to finish a project | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 4. When I am interested in a project, I need less sleep | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 5. If something needs doing, I will do it even though it is unpleasant | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 6. I have good concentration | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 7. When there is something that I want,
I keep the end result clearly in mind | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 8. I keep my New Year's (or other) resolutions | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 9. I analyze my mistakes in order to learn from them | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 10. I have a strong personal drive and need to achieve | 6 | 5 | 4 | 3 | 2 | 1 | 0 |

Your score for Self-Discipline:

CREATIVITY:

- | | | | | | | | |
|--|---|---|---|---|---|---|---|
| 1. It is easy for me to find many solutions to a problem | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 2. I see a problem as a challenge | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 3. I have innovative ideas | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 4. I am adaptable | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 5. I am curious | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 6. I tend to be very intuitive | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 7. I can think of original uses for common objects | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 8. I prefer to use new methods rather than proven ones | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 9. I am receptive to new ideas | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 10. I experiment with new ways to do things | 6 | 5 | 4 | 3 | 2 | 1 | 0 |

Your score for Creativity:

DRIVE AND DESIRE:

- | | | | | | | | |
|--|---|---|---|---|---|---|---|
| 1. Once I make up my mind to do something, nothing stops me | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 2. If something can't be done, I find a way | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 3. I am willing to undergo sacrifices to attain possible rewards | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| The following words describe me: | | | | | | | |
| 4. Risk-taker | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 5. Determined | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 6. Motivated | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 7. Persistent | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 8. Positive | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 9. Committed | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 10. Ambitious | 6 | 5 | 4 | 3 | 2 | 1 | 0 |

Your score for Drive and Desire:

RISK TAKING:

- | | | | | | | | |
|---|---|---|---|---|---|---|---|
| 1. I feel that if I don't take risk I will get stuck in a rut | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 2. I enjoy discovering new and unusual things to do | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 3. I have a high need for adventure | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 4. I live life to the fullest | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 5. I take calculated chances | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 6. I think that people who take risks are more likely to get ahead than those who don't | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 7. I am willing to go out on a limb for something I believe | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 8. I will gamble on an idea even if it isn't a sure thing | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 9. I am willing to face failure in order to expand my horizons | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 10. In order to have something new, I often delve into subjects which I have no background or little training | 6 | 5 | 4 | 3 | 2 | 1 | 0 |

Your score for Risk Taking:

CONFIDENCE:

- | | | | | | | | |
|--|---|---|---|---|---|---|---|
| 1. I have healthy self-esteem | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 2. I am emotionally resilient | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 3. I am self-assured | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 4. I can handle any situation | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 5. I feel like a winner | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 6. I believe in myself | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 7. No matter what happens, I am "on top" of things | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 8. I can accept a compliment | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 9. I accept challenges | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| 10. I have unlimited potential | 6 | 5 | 4 | 3 | 2 | 1 | 0 |

Your score for Confidence:

SCORING: Add up your scores from all six sections

- | | |
|-----------|---|
| 320-360.1 | You are an independent, high-energy person with the drive and discipline that it takes to be a winning entrepreneur. When you make up your mind to do something, you get the job done. If you decide to be self employed, you have the personality traits to succeed. |
| 280-319.1 | You show good promise to succeed in your own business, but do not quit your job because of high test scores. Those destined to succeed will use this test to gain greater self-understanding as they venture forth into their new entrepreneurial endeavors. Take your time and do your homework. |
| 210-279 | You have some potential. Take time to develop yourself. Read extensively, take classes, and talk to successful entrepreneurs to discover what they are doing right. |
| 120-209 | Proceed with caution. You will need a lot more drive, self-discipline, and confidence to make it in your own business at this stage. Think of your low test score as a challenge to strengthen important personality traits that you will need in order to be self-employed. |
| 1-119 | Until you develop your creativity, risk-taking ability, confidence, and get your drive and self-discipline into high gear, you probably will be better off working for someone else at this time. |
| 0 | Chances are you lead a safe, manageable life. Rethink your decision to become an entrepreneur. Perhaps you can find a mentor who will guide you through the steps of entrepreneurship in the area of you interest. |