Am I an Entrepreneur?

**Directions:** Test your entrepreneurial potential by circling the letter of the phrase that best describes you.

1. **Are you a self-starter?**
   a. I do things my own way. Nobody has to tell me to get going.
   b. If someone gets me started, I keep going all right.
   c. Easy does it, I don't put myself out until I have to.

2. **How do you feel about other people?**
   a. I like people. I can get along with just about anybody.
   b. I have plenty of friends — I don't need anyone else.
   c. Most people bug me.

3. **Can you lead others?**
   a. I can get most people to go along when I start something.
   b. I can give the orders if someone tells me what we should do.
   c. I let someone else get things moving. Then I go along if I feel like it.

4. **Can you take responsibility?**
   a. I like to take charge of things and see them through.
   b. I'll take over if I have to, but I'd rather let someone else be responsible.
   c. There's always some eager beaver around wanting to show how smart he is.
      I say, “let him.”

5. **Are you a good organizer?**
   a. I like to have a plan before I start. I'm the one to plan things when the gang wants to do something.
   b. I do all right unless things get goofed up. Then I cop out.
   c. I get all set and then something comes along and ruins the plan. So I just take things as they come.
6. Are you a good worker?
   a. I can keep going as long as I need to. I don't mind working hard for something I want.
   b. I'll work hard for a while, but when I've had enough, that's it, man!
   c. I can't see that hard work gets you anywhere.

7. Can you make decisions?
   a. I can make up my mind in a hurry if I have to. It usually turns out OK, too.
   b. I can if I have enough time. If I have to be quick, later I think I should've decided differently.
   c. I don't like to be the one who has to decide things. I'd probably blow it.

8. Can people trust what you say?
   a. You bet they can. I don't say things I don't mean.
   b. I try to be on the level most of the time, but sometimes I just say what's easiest.
   c. Why worry if the other person doesn't know the difference?

9. Can you stick with it?
   a. If I make up my mind to do something, I don't let anything stop me.
   b. I usually finish what I start — if it doesn't get fouled up.
   c. If it doesn't start off right, I lose interest. Why beat your brains out?

10. How good is your health?
    a. I never run down.
    b. I have enough energy for most things I do.
    c. I run out of gas sooner than most of my friends.

Tally your answers.
If you circled mostly "A" responses, you probably have what it takes to run a business. If not, you're likely to have more trouble than you can handle by yourself. You'd better find a business partner who is strong in your weak areas. If most of your responses were "C," even having a business partner is not likely to help you enjoy being an entrepreneur.