

Rate your Entrepreneurial Potential

A. Rate your Personal Characteristics

Rate yourself using the following 10-point scale, where 1 = not at all and 10 = always.

Not at all 1 2 3 4 5 6 7 8 9 10 Always

1. I am a leader.
2. I like to make my own decisions.
3. Others turn to me for help with making decisions.
4. I enjoy competition.
5. I have will-power and self-discipline.
6. I plan ahead.
7. I like people.
8. I get along well with others.
9. I take responsibility.
10. I complete projects and tasks once I start them.

B. Identify your Physical, Emotional, and Financial Status

Rate yourself using the following 10-point scale, where 1 = strongly disagree and 10 = strongly agree.

Strongly disagree 1 2 3 4 5 6 7 8 9 10 Strongly agree

11. I have physical stamina to work long hours.
12. I am prepared for the emotional strain of running my own business.
13. I am able to temporarily lower my standard of living if needed.
14. I am willing to borrow to fund my business.
15. I am prepared to invest my own money and capital in the business.
16. My immediate family will provide emotional support.
17. My immediate family will participate in running the business (like ordering or bookkeeping).
18. My immediate family will take on household duties, if I am busy running the business.

Average Personal Characteristics Score: (add questions 1-10 / 10)

Average Physical, Emotional, and Financial Status Score: (add questions 11-18/8)

Individual and average scores less than 7 may indicate areas that need to be addressed prior to starting a business.