

Should you hire yourself and go into business?

Starting a successful business takes a tremendous amount of energy and certain personal characteristics. Read each of the characteristics below and circle the number that most accurately describes your entrepreneurial potential on a scale of one to ten.

(1 = low, 10 = high)

CHARACTERISTIC	DESCRIPTION	1	2	3	4	5	6	7	8	9	10
Motivation	drive, energy to succeed										
Enthusiasm	excited involvement										
Risk-taker	Willing to take chances										
Confidence	Sure of you own abilities										
Competitiveness	Wanting to win										
Perseverance	Refusal to quit a task										
Creativity	Imaginative thinking										
Organization	Keeping things in order										
Vision/leadership	Knowing where you want to be										
Persuasiveness	Ability to convince others										
Honesty	Truthfulness										
Adaptability	Can handle new situations										
Understanding	Can sense peoples feelings										
Self-discipline	Sticking to a plan or schedule										
Independence	Belief in oneself										
Purposefulness	Doing Things for a reason										
Goal-oriented	Work steadfastly toward a goal										
Problem-solver	Think of solutions to problems										
Drive	Desire to work hard										
Optimism	Positive attitude										

Your Total Score _____

The Probability of Your Entrepreneurial Success

Your score is an indication of the extent to which you possess personal characteristics similar to those of successful entrepreneurs.

160-200

You possess very strong entrepreneurial characteristics. You will probably find entrepreneurship a very desirable, exciting and fulfilling way of life.

120-159

You are mildly entrepreneurial. You may find entrepreneurship desirable and stimulation, but may have to develop your entrepreneurial abilities through training.

120 and Below

You will probably find entrepreneurship undesirable and difficult. You will probably be more successful working for someone else, although you can still develop your entrepreneurial abilities. So, if you are determined to start your own business, don't give up!!