

SELF EVALUATION QUIZ

For applicant's use and reference only!

Entrepreneurial Self-Assessment Quiz

While nearly every "expert" in the field of entrepreneurship agrees that there is no single profile, or specific set of characteristics that define a successful entrepreneur, there appear to be some common attributes, abilities and attitudes which are vital for entrepreneurial success.

Listed below are questions dealing with your personal background, behavioural characteristics and lifestyle patterns. Psychologists, venture capitalists, and others believe these to be related to entrepreneurial success. The most important output of this exercise is an honest, accurate self-assessment of how you relate to each of these dimensions.

	Rarely or No	Mostly or Yes		Rarely or No	Mostly or Yes
1) Are you prepared to make sacrifices in your family life and take a cut in pay to succeed in business?	_____	_____	18) Did your parents or grandparents ever own their own business?	_____	_____
2) Are you the kind of individual that once you decide to do something, you'll do it and nothing can stop you?	_____	_____	19) When you think of your future do you ever envision yourself running your own business?	_____	_____
3) When you begin a task, do you set clear goals and objectives for yourself?	_____	_____	20) Do you try to do a job better than is expected of you?	_____	_____
4) When faced with a stalemated situation in a group setting, are you usually the one who breaks the logjam and gets the ball rolling again?	_____	_____	21) Do you make suggestions about how things might be improved on your job?	_____	_____
5) Do you commonly seek the advice of people who are older and more experienced than you are?	_____	_____	22) Are you usually able to come up with more than one way to solve a problem?	_____	_____
6) Even though people tell you "It can't be done" do you still have to find out for yourself?	_____	_____	23) Are you between 25 and 40 years of age?	_____	_____
7) When you do a good job, are you satisfied in knowing personally that the job has been well done?	_____	_____	24) Do you worry about what others think of you?	_____	_____
8) Do you often feel, "That's just the way things are and there's nothing I can do about it"?	_____	_____	25) Do you read books?	_____	_____
9) Do you need to know that something has been done successfully before, prior to trying it yourself?	_____	_____	26) Do you take risks for the thrill of it?	_____	_____
10) Do you intentionally try to avoid situations where you have to converse with strangers?	_____	_____	27) Do you find it easy to get others to do something for you?	_____	_____
11) Do you need a clear explanation of a task before proceeding with it?	_____	_____	28) Has someone in your family shared their experience in starting a business with you?	_____	_____
12) Are you a good loser?	_____	_____	29) Do you believe in organizing your tasks before getting started?	_____	_____
13) After a severe setback in a project, are you able to pick up the pieces and start over again?	_____	_____	30) Do you get sick often?	_____	_____
14) Do you like the feeling of being in charge of other people?	_____	_____	31) Do you enjoy doing something just to prove you can?	_____	_____
15) Do you enjoy working on projects which you know will take 5-10 years to complete successfully?	_____	_____	32) Have you ever been fired from a job?	_____	_____
16) Do you consider ethics and honesty to be important ingredients for a successful career in business?	_____	_____	33) Do you find yourself constantly thinking up new ideas?	_____	_____
17) Have you previously been involved in starting things like service clubs, community organizations, fundraising projects, etc.?	_____	_____	34) Do you prefer to let a friend decide on your social activities?	_____	_____
			35) Did you like school?	_____	_____
			36) Were you a very good student?	_____	_____
			37) Did you run with a group in high school?	_____	_____
			38) Did you participate in school activities or sports?	_____	_____
			39) Do you like to take care of details?	_____	_____
			40) Do you believe there should be security in a job?	_____	_____
			41) Will you deliberately seek a direct confrontation to get needed results?	_____	_____
			42) Were you the firstborn child?	_____	_____

	Rarely or No	Mostly or Yes		Rarely or No	Mostly or Yes
43) Was your father generally present during your early life at home?	_____	_____	59) Are you likely to work long hours to accomplish a goal?	_____	_____
44) Were you expected to do odd jobs at home before 10 years of age?	_____	_____	60) Do you enjoy being able to make your own decisions on the job?	_____	_____
45) Do you get bored easily?	_____	_____	61) Do you wake up happy most of the time?	_____	_____
46) Are you sometimes arrogant about your accomplishments?	_____	_____	62) Can you accept failure without admitting defeat?	_____	_____
47) Can you concentrate on one subject for extended periods of time?	_____	_____	63) Do you have a savings account and other personal investments?	_____	_____
48) Do you on occasion need pep talks from others to keep you going?	_____	_____	64) Do you believe that entrepreneurs take a huge risk?	_____	_____
49) Do you find unexpected energy resources as you tackle things you like?	_____	_____	65) Do you feel that successful entrepreneurs must have advanced college degrees?	_____	_____
50) Does personal satisfaction mean more to you than having money to spend on yourself?	_____	_____	66) Do you strive to use past mistakes as a learning process?	_____	_____
51) Do you enjoy socializing regularly?	_____	_____	67) Are you more people oriented than goal oriented?	_____	_____
52) Have you ever deliberately exceeded your authority at work?	_____	_____	68) Do you find that answers to problems come to you out of nowhere?	_____	_____
53) Do you try to find the benefits in a bad situation?	_____	_____	69) Do you enjoy finding an answer to a frustrating problem?	_____	_____
54) Do you blame others when something goes wrong?	_____	_____	70) Do you prefer to be a loner when making a final decision?	_____	_____
55) Do you enjoy tackling a task without knowing all the potential problems?	_____	_____	71) Do your conversations discuss people more than events or ideas?	_____	_____
56) Do you persist when others tell you it can't be done?	_____	_____	72) Do you feel good about yourself in spite of criticism by others?	_____	_____
57) Do you take rejection personally?	_____	_____	73) Do you sleep as little as possible?	_____	_____
58) Do you believe you generally have a lot of good luck that explains your successes?	_____	_____	74) Did you ever have your own paper route?	_____	_____

Which Attributes Are Desirable and Acquirable?

In a study of the 21 inductees into the Babson Academy of Distinguished Entrepreneurs, only three attributes and behaviours were mentioned by all 21 as the principal reasons for their success, and they were all learnable. These three attributes were:

- i. Responding positively to all challenges and learning from mistakes.
- ii. Taking personal initiative.
- iii. Having great perseverance.

The answers provided for the entrepreneurial self-assessment quiz represent the responses that best exemplify the spirit, attitudes and personal views of proven, successful entrepreneurs. They are *not* arranged in numerical order (1-74) but by the entrepreneurial characteristic that they are measuring (Personal Background, Behavior Patterns and Lifestyle Factors).

Personal Background

Correct Response Question Number
 Rarely or No 30, 37, 43
 Mostly or Yes 17, 18, 23, 28, 32, 35, 38, 42, 44, 74

Behavior Patterns

Correct Response Question Number
 Rarely or No 8, 9, 10, 11, 12, 14, 24, 39, 40, 48, 54, 57, 64, 65
 Mostly or Yes 2, 4, 5, 6, 7, 13, 16, 20, 21, 22, 26, 27, 29, 31, 33, 41, 45, 46, 47, 49, 50, 52, 53, 55, 56, 58, 60, 61, 62, 66, 68, 69

Lifestyle Factors

Correct Response Question Number
 Rarely or No 25, 34, 51, 67, 71
 Mostly or yes 1, 3, 15, 19, 59, 63, 70, 72, 73

The higher your number of correct responses, the more your responses agree with those of successful entrepreneurs. High levels of agreement indicate that you *may* have the "right stuff" to succeed in an entrepreneurial career.