

Entrepreneurial Self-Assessment Survey

Do you have what it takes to be an entrepreneur?

This is not a test! This survey is for your personal information.

Please answer each of the following questions as honestly as possible using this scale:

5-Strongly Agree 4-Rather Agree 3-Somewhat Agree 2-Rather Disagree 1-Strongly Disagree

- ___1. I am willing to work 50 hours or more per week regularly.
- ___2. My family will support my going into business.
- ___3. I am willing to accept both financial and career risks when necessary.
- ___4. I don't need all the fringe benefits provided by conventional employment.
- ___5. I would like to take full responsibility for the successes and failures of my business.
- ___6. I would experience more financial success by operating my own business.
- ___7. I feel a great deal of pride when I complete a project successfully.
- ___8. I have a high energy level that can be maintained over a long time.
- ___9. I enjoy controlling my own work assignments & making all decisions affecting my work.
- ___10. I believe that I am primarily responsible for my own successes and failures.
- ___11. I have a strong desire to achieve positive results even when it requires a great deal of additional effort.
- ___12. I have a good understanding of how to manage a business.
- ___13. I can function in ambiguous situations.
- ___14. One or both of my parents were entrepreneurs.
- ___15. I believe that my abilities and skills are greater than those of most of my coworkers.
- ___16. People trust me and consider me honest and reliable.
- ___17. I always try to complete every project I start, regardless of obstacles and difficulties.
- ___18. I am willing to do something even when other people laugh or belittle me for doing it.
- ___19. I can make decisions quickly.
- ___20. I have a good network of friends, professionals, and business acquaintances.

YOUR TOTAL: ___

Total the numbers you placed before the statements and enter the total in the space provided.

Score Assessment

- 80 - 100 You have outstanding ability to be an entrepreneur.
- 60 - 79 You have satisfactory ability to be an entrepreneur.
- 40 - 59 Self-employment may not be an appropriate career for you.
- 0 - 39 You should probably avoid entrepreneurship.