

2. Am I an Entrepreneur – Self Assessment Test

Before launching a business, it's worth thinking through your ideas and taking a look at YOU.

1. Do you have what it takes?
2. Can you work long hours to get your business off the ground?
3. Are you ready to make sacrifices to your social life?
4. Can you or your family cope with a temporary drop in your income?

These are just a few situations you may face in the early stages of your business so you should be preparing yourself for these now.

Find out if you have what it takes!

Evaluate your own skills and make judgments about whether you're ready to own your own business?

The following questions are designed to help you analyse whether or not you have what it takes to be an entrepreneur. There are no right or wrong answers. You just need to be honest with yourself when answering the questions.

The results will give you an indication of whether you share the typical traits of an entrepreneur and allow you decide whether self employment is the best route for you.

How to complete the test

It should take you only 10 minutes to complete the test. Read the statements on the next two pages. Imagine yourself in these situations and tick **Yes** if you agree with the statement and **No** if you disagree. When you have finished add the total numbers Yes & No ticks and read the results.

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	YES	NO
Do I really have the desire to be my own boss rather than work for someone else?		
Am I a self-starter?		
Do I have management skills (managing finances, employees etc?)		
Do I have experience in the type of business I am interested in starting up?		
Do I see things through to the end?		
Am I a well-organised person?		
Do I have the desire to lead and direct others?		
Can I make decisions quickly if I have to?		
Do I have good health and a high level of energy?		
Do I have the financial resources + good credit I need to begin?		
Can I cope with earning low money in the early years?		
Can people (customers and employees) trust what I say?		
Do I have the need to set and achieve difficult goals and challenges?		
Do I have the desire to be innovative and creative?		
Do I prefer having a plan of action (business plan) before I begin an activity?		
Is my partner and / or family supportive of my plan?		
Am I on time for appointments?		
Am I willing to work the long hours it takes to be an entrepreneur?		
Do I have the desire to stick with the business even in troubled times?		
Am I willing to do all the tasks necessary for operating my business?		
Even though it's scary to try something new, am I the kind who tries it?		
If I want something, I ask for it rather than wait for someone to notice and just give it to me?		
Even though people tell me it can't be done, I have to find out for myself?		
I want to be financially independent.		
I'll speak up for an unpopular cause if I believe in it.		
Can I take risks with money, that is, invest, and not know the outcome?		
Have I taken a risk in the last 6 months?		
Do I like trying new food, new places, and totally new experiences?		
Can I walk up to a total stranger and strike up a conversation?		
TOTAL SCORE		

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Self Assessment Test Results

The point of this test was to get **YOU** thinking more honestly about if you have what it takes to start a business. We presented you with a series of scenarios/statements that a typical entrepreneur may face each day in business. You decided whether the statement applies to you or not. So lets add up your scores.

Over 20 YES answers

You share the traits of an entrepreneur and probably have what it takes to become an entrepreneur.

Between 10-19 YES answers

Whilst you share traits of an entrepreneur you may need assistance to reinforce the areas where you are weak.

Between 0-10 YES answers

If the majority of your answers are NO, then entrepreneurship will not come easily to you and you may find it is not the best option for you.

Whatever the outcome of your test the decision to start a business is yours. You may benefit from talking with a Youth Enterprise advisor. It won't cost you a thing. Call us on 01482 839479 today.