**Am I an Entrepreneur?**

**Directions:** Test your entrepreneurial quotient by circling the letter of the phrase that best describes you.

**1. Are you a self‑starter?**

a. I do things my own way. Nobody has to tell me to get going.

b. If someone gets me started, I keep going all right.

c. Easy does it, I don't put myself out until I have to.

**2 How do you feel about other people?**

a. I like people. I can get along with just about anybody.

b. I have plenty of friends‑‑I don't need anyone else.

c. Most people bug me.

**3. Can you lead others?**

a. I can give most people to go along when I start something.

b. I can give the orders if someone tells me what we should do.

c. I let someone else get things moving. Then I go along if I feel like it

**4. Can you take responsibility?**

a. I like to take charge of things and see them through.

b. I'll take over if I have to, but I'd rather let someone else be responsible.

c. There's always some eager beaver around wanting to show how smart he is. I say let him.

**5. Are you a good organizer?**

a. I like to have a plan before I start. I'm usually the one to get things lined up when the gang wants to do something.

b. I do all right unless things get goofed up. Then I cop out.

c. You get all set and then something comes along and blows the whole bag. So just take things as they come.

**6. Are you a good worker?**

a. I can keep going as long as I need to. I don't mind working hard for something I want.

b. I'll work hard for a while, but when I've had enough, that's it, man!

c. I can't see that hard work gets you anywhere.

**7. Can you make decisions?**

a. I can make up my mind in a hurry if I have to. It usually turns out okay, too.

b. I can if I have plenty of time. If I have to make up my mind fast, I think later I should have decided the other way.

c. I don't like to be the one who has to decide things. I'd probably blow it.

**8. Can people trust what you say?**

a. You bet they can. I don't say things I don't mean.

b. I try to be on the level most of the time, but sometimes I just say what's easiest.

c. What's the sweat if the other person doesn't know the difference?

**9. Can you stick with it?**

a. If I make up my mind to do something, I don't let anything stop me.

b. I usually finish what I start‑‑if it doesn't get fouled up.

c. If it doesn't go right to start with, I turn off. Why beat your brains out?

**10. How good is your health?**

a. I never run down.

b. I have enough energy for most things I do.

c. I run out of gas sooner than most of my friends.

Now tally your answers. If you circled mostly "a" responses, you probably have what it takes to run a business. If not, you're likely to have more trouble than you can handle by yourself. You'd better find a partner who is strong in your weak areas. If most of your responses were "c," not even a partner will be able to shore you up.

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