

# Quiz: How Entrepreneurial Are You?

Are you ready to be an entrepreneur? Take this quiz to find out.

## Instructions:

Answer the questions honestly. Give yourself 1 point for a “Yes” answer, and 0 points for a “No” Answer. Once you have answered all of the questions, add up your score. Look at the “Quiz Results” section to see how you did.

To get the most accurate answers, first rate yourself, then have someone who knows you well rate you after this training event.

**Note: If you want to be an entrepreneur, your score is not what matters. What matters is that you look at each question as a skill or ability that is required by an entrepreneur that you can work on.**

Question	Yes (1 pt.)	No (0 pt.)
1. I want to control how much money I make, i.e., the harder I work, the more I make.		
2. I want independence, to be my own boss and have no one to answer to but myself, (and to my customers).		
3. I want to have flexible working hours, (i.e., I don't mind working day & night, week-ends, as long as I am the one who chooses to do so.)		
4. I am good at making decisions.		
5. I want to create things.		
6. I often predict trends or things before they happen.		
7. I am always finding or creating opportunities.		
8. When I have a good idea or notice an opportunity, I do something about it - I seize opportunities.		
9. I like change and look forward to it.		
10. I like to constantly improve things.		
11. I have expertise, a skill, a product or service that is worth buying.		
12. I have worked in a business like the one I want to start. I have previous experience in this industry.		
13. I have a base of contacts and potential future clients who might require my services or product. (Enough to keep your business afloat in Year 1?)		

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14. I have trustworthy contacts in the legal and accounting professions to assist me.		
15. I enjoy contract-chasing, sales and negotiating, wheeling and dealing?		
16. I have savings or someone to financially support me through the rough spots - at least for at least the first 6 months in business.		
17. I have the moral support of my family and/or significant other.		
18. I have good physical health.		
19. I have good emotional health. I can stay enthusiastic even when the going gets tough.		
20. I am willing and/or able to give up many hours of my personal life to ensure the smooth running of my business.		
21. I like to work alone most of the time and I am self-reliant.		
22. I am organized enough to manage my tasks and prioritize my time. (Remember, no one is watching!)		
23. I am disciplined - I finish what I start.		
24. I believe that, most of the time, the customer is always right. Am I willing to let a point go to keep a customer?		
25. I believe in the saying, "You have to spend money to make money?"		
26. I always try to learn lessons from my failures.		
27. It is easy for me to motivate others to work with me.		
28. I am ready to make sacrifices in order to succeed.		
29. Where others see problems, I see possibilities.		
30. I am a curious person and I am always learning.		
31. I want to build something that will be recognized publicly.		
32. I try to be the best at what I like to do.		
33. I am capable of seeing many solutions to a problem.		

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34. I am very careful with every last dollar.		
35. I do not get stressed easily.		
36. When I take on a project I have confidence that I will carry it out successfully.		
37. I like to lead others.		
38. I always give the best of myself in everything I do.		
39. I see the glass as half full rather than half empty.		
40. I believe that I make my own "luck".		
<b>Total Score:</b>		

### Scoring system

Every "Yes" is worth 1 point. Every "No" is worth 0 points. You will be in one of the following categories: 0-10, 11-20, 21-30, or 31-40.

### Business Start-up Quiz Results

**0-10:** You may not be quite ready to work on your own at this point in your life. However, with this program we can help get you ready to have business success in the future, and many of the skills are good for employment.

**11-20:** You seem to be in a place where you need to develop some of the qualities, attitudes or proper support to be in business. Don't get discouraged. With some work, skill building, or a partner who compliments your skills, you can still do it!

**21-30:** You can make a business succeed. You might want to speak to several people (such as friends, family, counselors or coaches) and review some of the issues raised in the questionnaire - especially where you answered no - before you begin the process of going out on your own.

**31-40:** Go for it! You are most likely to be successful in business. It sounds like you've got the basic attitudes and personality traits needed for successful beginnings and long-term success!

#### Quiz adapted from:

BDC: [http://www.bdc.ca/EN/advice\\_centre/benchmarking\\_tools/Pages/entrepreneurial\\_self\\_assessment.aspx](http://www.bdc.ca/EN/advice_centre/benchmarking_tools/Pages/entrepreneurial_self_assessment.aspx)

Yes Montreal: <http://www.yesmontreal.ca/yes.php?section=entrepreneurship/tools/quiz>