

## SELF EVALUATION CHECKLIST FOR GOING INTO BUSINESS

The following is a series of questions designed to help determine whether your personal characteristics, attitudes, likes and dislikes are indicative of whether you are well-suited to starting your own business. Each question in this test is a multiple-choice question with three possible answers. Read over each question carefully and then enter your response in the blank provided at the left. Be as honest as possible in selecting your responses. Instructions on scoring this test are given after the ten questions.

### 1. ARE YOU A SELF STARTER?

- \_\_\_\_\_ 1. Easy does it. I don't put myself out until I have to.
- \_\_\_\_\_ 2. If someone gets me started, I keep going all right.
- \_\_\_\_\_ 3. I do things on my own. Nobody has to tell me to get going.

### 2. HOW DO YOU FEEL ABOUT OTHER PEOPLE?

- \_\_\_\_\_ 1. Most people irritate me.
- \_\_\_\_\_ 2. I have plenty of friends - - I don't need anyone else.
- \_\_\_\_\_ 3. I like people. I can get along with just about anybody.

### 3. CAN YOU LEAD OTHERS?

- \_\_\_\_\_ 1. I let someone else get things moving. Then I go along if I feel like it.
- \_\_\_\_\_ 2. I can give the orders if someone else tells me what we should do.
- \_\_\_\_\_ 3. I can get most people to go along when I start something.

### 4. CAN YOU TAKE RESPONSIBILITY?

- \_\_\_\_\_ 1. There's always some eager beaver around wanting to show how smart he (she) is.  
I say let him (her).
- \_\_\_\_\_ 2. I'll take over if I have to, but I'd rather let someone else be responsible.
- \_\_\_\_\_ 3. I like to take charge of things and see them through.

5. HOW GOOD AN ORGANIZER ARE YOU?

- \_\_\_\_\_ 1. You get all set and then something comes along and presents too many problems. So I just take things as they come.
- \_\_\_\_\_ 2. I do all right unless things get confused. Then I quit.
- \_\_\_\_\_ 3. I like to have a plan before I start. I'm usually the one to get things lined up when the group wants to do something.

6. HOW GOOD A WORKER ARE YOU?

- \_\_\_\_\_ 1. I can't see that hard work gets you anywhere.
- \_\_\_\_\_ 2. I'll work hard for a while, but when I've had enough, that's it.
- \_\_\_\_\_ 3. I can keep going as long as I need to. I don't mind working hard for something I want.

7. CAN YOU MAKE DECISIONS?

- \_\_\_\_\_ 1. I don't like to be the one who has to decide things.
- \_\_\_\_\_ 2. 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.
- \_\_\_\_\_ 3. I can make up my mind in a hurry if I have to. It usually turns out okay, too.

8. CAN PEOPLE TRUST WHAT YOU SAY?

- \_\_\_\_\_ 1. Why bother if the other fellow doesn't know the difference.
- \_\_\_\_\_ 2. I try to be on the level most of the time, but sometimes I just say what's easiest.
- \_\_\_\_\_ 3. You bet they can. I don't say things I don't mean.

9. CAN YOU STICK WITH IT?

- \_\_\_\_\_ 1. If it doesn't go right I quit. Why beat your brains out?
- \_\_\_\_\_ 2. I usually finish what I start - - if it goes well.
- \_\_\_\_\_ 3. If I make up my mind to do something, I don't let anything stop me.

10. HOW GOOD IS YOUR HEALTH?

\_\_\_\_\_ 1. I run out of energy sooner than most of my friends seem to.

\_\_\_\_\_ 2. I have enough energy for most things I want to do.

\_\_\_\_\_ 3. I never run down!

THE TEST IS OVER .....ADD THE TEN ANSWERS IN THE LEFT COLUMN

AND ENTER THE TOTAL HERE. \_\_\_\_\_

YOUR RATING IS AS FOLLOWS:

30 Perfect score! You're very well suited to run a business 27-29 Excellent - You may have what it takes to become an entrepreneur 23-26 Fairly high score - You seem to be reasonably suited to self-employment 18-22 Mediocre score - No clear indication as to your suitability 16-17 Marginal - You may not be too well suited to running your own business 13-15 Very low score - You may be better off working for someone else 10-12 Extremely low aptitude for self-employment

THIS TEST IS NOT FOOLPROOF, BUT IF YOU'VE ANSWERED THE QUESTIONS AS TRUTHFULLY AS POSSIBLE, THE RESULTS SHOULD AT LEAST GIVE YOU SOME INSIGHT ABOUT YOURSELF.

