

Entrepreneurship Self-Assessment Profile Guide

Instructions: The 50 questions have been grouped into three categories: personal background, behavior patterns, and lifestyle. Each question addresses specific areas that relate to entrepreneurs; these areas are noted in the parenthesis following each question. After you have done this, please answer the questions at the end of this profile guide.

Q #		Rarely or No	Mostly or Yes
	Personal Background:		
5	Has someone in your family shared the experience of starting a business with you? (family training)		
7	Do you get sick often? (attitude, energy, health)		
9	Have you ever been fired from a job? (displacement experience)		
12	Did you like school? (education)		
13	Were you a very good student? (average is common)		
14	Did you run with a group in high school? (independence)		
15	Did you participate in school activities or sports? (need to achieve)		
19	Were you the firstborn child? (responsibility)		
20	Was your father mostly present during your early life at home? (early responsibility)		
21	Were you expected to do odd jobs at home before 10 years of age? (early experience)		
	Behavior Patterns:		
1	Do you worry about what others think of you? (self-confidence, locus of control)		
3	Do you take risks for the thrill of it? (risk-taking, internal locus of control)		
4	Do you find it easy to get others to do something for you? (leadership)		
6	Do you believe in organizing your tasks before getting started? (management, goal setting)		
8	Do you enjoy doing something just to prove you can? (achievement oriented)		
10	Do you find yourself constantly thinking up new ideas? (creative, innovation)		
16	Do you like to take care of details? (impatience, risk oriented)		
17	Do you believe there should be security in a job? (internal locus of control)		
18	Will you deliberately seek a direct confrontation to get needed results? (determination, assertiveness)		
22	Do you get bored easily? (impatience, energy)		
23	Are you sometimes arrogant about your accomplishments? (self-confidence, independence)		
24	Can you concentrate for extended periods of time on one subject? (perseverance, determination)		
25	Do you on occasion need pep talks from others to keep you going? (Self-starter, self-control)		

26	Do you find unexpected energy resources as you tackle things you like? (energy, resourcefulness)		
27	Does personal satisfaction mean more to you than having money to spend on yourself? (egotism)		
29	Have you ever deliberately exceeded your authority at work? (self-confidence, assertiveness)		
30	Do you try to find the benefits of a bad situation? (optimism, flexibility)		
31	Do you blame others when something goes wrong? (personal ability, problem solving)		
32	Do you enjoy tackling a task without knowing all the potential problems? (resourcefulness, risk taking)		
33	Do you persist when others tell you it can't be done? (optimism)		
34	Do you take rejection personally? (flexibility, self-confidence)		
35	Do you believe that you generally have a lot of good luck that explains your successes? (internal locus of control)		
37	Do you enjoy being able to make your own decisions on the job? (independence, responsibility)		
38	Do you wake up happy most days? (optimism)		
39	Can you accept failure without admitting defeat? (determination, optimism)		
41	Do you believe that entrepreneurs take a huge risk? (self-confidence, internal control)		
42	Do you feel successful entrepreneurs must have an advanced college degree? (resourcefulness, initiative)		
43	Do you strive to use past mistakes as a learning process? (initiative, optimism)		
45	Do you find that answers to problems come to you out of nowhere? (foresight, perceptiveness, persistency)		
46	Do you enjoy finding the answer to a frustrating problem? (tolerance of ambiguity, initiative)		
	Life-styles		
2.	Do you read books? (time not available)		
11	Do you prefer to let a friend decide on your social activities? (control, responsibility)		
28	Do you enjoy socializing regularly? (goal oriented, time management)		
36	Are you likely to work long hours to accomplish a goal? (persistence, Determination)		
40	Do you have a savings account and other personal investments? (profit oriented)		
44	Are you more people oriented than goal oriented? (need to achieve)		
47	Do you prefer to be a loner in your final decision? (independence, self-confidence)		
48	Do your conversations discuss people more than events or ideas? (idea oriented, creativity)		
49	Do you feel good about yourself in spite of criticism of others? (tolerance of ambiguity, self-confidence)		
50	Do you sleep as little as possible? (time management, energy)		

Please answer these questions:

1. What personal weaknesses did you discover?
2. Can you be an entrepreneur with these weaknesses?
3. What can you do to improve your areas of weakness?
4. What personal strengths did you discover?
5. What can you do to build upon those strengths?