|  |  |
| --- | --- |
| **1.** Leadership  a) I am almost always the leader in any group.  b) Sometimes I am the leader, but I am willing to follow others, too.  c) Usually, I am a follower and let others make the big decisions.  d) I am usually a loner and not involved in leading or following.  **2.** Competition  a) I thrive on competition with others.  b) I am competitive when I feel confident about my chances of winning.  c) I would rather cooperate with others than compete against them.  d) I strongly dislike competitive situations.  **3.** When I have extra money:  a) I almost always save it for a long time.  b) I spend it spontaneously on things I probably don’t need.  c) I will spend it but only on things that will help me reach my goals.  d) I rarely have any extra money to save or spend.  **4.** When I make a mistake:  a) I try to ignore it and move on quickly.  b) I get really angry at myself and feel really bad for a while.  c) I think about how I would do things differently in the future.  d) I analyze what went wrong and takes steps to avoid similar situations in the future.  **5.** When I have a good idea:  a) I will usually keep it to myself until I have a chance to act on it.  b) I usually act on it immediately.  c) I usually talk about it with my friends or family to find out if they think it is a good idea.  d) I will use all the time, money, and skills I have available to make it happen. | **6.** Interpersonal  a) I like doing things by myself most of the time.  b) I am very social and outgoing.  c) I am friendly, but I like other people to initiate contact.  d) I am friendly but very shy.  **7.** When I envision my future work life, I expect:  a) To make my own hours and choose when I want to work.  b) To work 12–16 hour days to jump-start my career and make sure I get ahead professionally.  c) To work a normal 40-hour workweek with longer hours for special projects or events.  d) Not to work, be a stay-at-home parent for my kids.  **8.** When I think of my physical stamina, I would describe myself as:  a) Rarely sick and able to maintain an intense schedule with many responsibilities and commitments.  b) Usually in good health and able to handle a moderate schedule of responsibilities and commitments.  c) Overscheduled, stressed, and likely to get sick during any time off from my intense schedule.  d) Having an easy schedule and few responsibilities and commitments so I don’t get stressed or sick.  **9.** When I face a problem, I:  a) Ignore it, hoping it goes away.  b) Blame it on someone else and don’t worry about it.  c) Get excited because every problem is a new challenge to overcome.  d) Face it and work to solve it, but I don’t enjoy dealing with problems.  **10.** When thinking about the future, I:  a) Usually have a good idea about what I need to do to be successful, but I don’t really set specific goals.  b) Regularly set short- and long-term goals and identify steps I need to take to achieve those goals.  c) Live in the present and think things will work out fine in the future.  d) Have very specific plans for my life and expect to make all those future plans come true. |

**Am I an entrepreneur?**

**Quiz**

**Am I an entrepreneur?**

**Points**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **A** | **B** | **C** | **D** |
| 1. **Leadership** | 4 | 3 | 2 | 1 |
| 1. **Competition** | 4 | 3 | 2 | 1 |
| 1. **Money** | 3 | 1 | 4 | 2 |
| 1. **Mistakes** | 2 | 1 | 3 | 4 |
| 1. **Ideas** | 2 | 1 | 3 | 4 |
| 1. **Interpersonal** | 2 | 4 | 3 | 1 |
| 1. **Work** | 2 | 4 | 3 | 1 |
| 1. **Physical stamina** | 4 | 3 | 2 | 1 |
| 1. **Problems** | 2 | 1 | 4 | 3 |
| 1. **Planning** | 3 | 4 | 1 | 2 |

**Am I an entrepreneur?**

**Results**

*From 32 to 40 points:* ***You were******born to be an entrepreneur***

You tend to have strong interpersonal skills and you are comfortable taking the lead. Your money and planning habits indicate you will have the financial resources and self-discipline needed to put your business ideas into action. You can easily handle long work hours and high levels of responsibility when pursuing your goals. You don’t mind selling yourself and your ideas to others and thrive on competition.

*From 23 to 31 points:* ***You are an entrepreneur under the right circumstances***

You have some characteristics associated with entrepreneurs, but you may need to work on other skills before starting your own business. For example, if you who are shy now you may become less as you become expert in your field of knowledge or actively seek opportunities to develop more confidence in social situations. If you tend to be spontaneous with money or life decisions now you may become more strategic in these areas as responsibilities increase.

*Less than 23 points:* ***Don’t worry, only a small percent of population are entrepreneurs***

Only a small percent of our population are entrepreneurs. These business owners will need you or you may decide to develop more of these skills as you age! That means good career opportunities for you even if you do not have any interest in running your own business. Who knows, you may become so good at your area of expertise that you end up going out on your own one day.