



ENTREPRENEUR

ASSESSMENT

TEST

Is Entrepreneur for You?

Take the Test

At least eight primary personality traits are needed to succeed as an entrepreneur. You don't have to start out strong in every trait; some of these traits are actually skills that can be learned. Plus, different fields require strengths in different areas. (We'll discuss these later.)

Take this self-assessment test to find out where you stand. Answer the following statements honestly:

Entrepreneur Assessment Test

1. I feel comfortable working alone.

- a) True
- b) Sometimes true
- c) False

2. I am motivated to start a project by myself. No one has to tell me what to do.

- a) True
- b) Sometimes true
- c) False

3. I'll take over a project if I have to, but I feel more comfortable with someone else in charge.

- a) True
- b) Sometimes true
- c) False

4. I don't mind working ten- to twelve-hour days if it will help me stay on top of my game.

- a) True
- b) Sometimes true
- c) False

5. I'm eager and willing to learn and do things that may fall outside of my area of expertise.

- a) True
- b) Sometimes true
- c) False

6. I'm tired of working so hard at my job. I'd like to have more free time.

- a) True
- b) Sometimes true

c) False

7. I'm okay when I make mistakes. I can pick myself up and bounce back.

- a) True
- b) Sometimes true
- c) False

8. I feel very discouraged when things don't go as expected.

- a) True
- b) Sometimes true
- c) False

9. I have a hard time making decisions.

- a) True
- b) Sometimes true
- c) False

Entrepreneur Assessment Test

10. I prefer a steady paycheck so that I know how much money I have coming in, and when.

- a) True
- b) Sometimes true
- c) False

11. I love coming up with creative solutions to problems. I tend to naturally invent new ways of doing things.

- a) True
- b) Sometimes true
- c) False

12. I like to have my workday planned out so that I know exactly what's on my agenda. I get frustrated when last-minute projects are thrown in.

- a) True
- b) Sometimes true
- c) False

13. I have a lot of experience and knowledge in my field.

- a) True
- b) Sometimes true
- c) False

14. I know what it takes to run a business day to day.

- a) True
- b) Sometimes true
- c) False

15. I think freelancers should hire out their administrative tasks, and just focus on the work that they're good at.

- a) True
- b) Sometimes true
- c) False

16. I'm good at staying organized and planning ahead.

- a) True
- b) Sometimes true
- c) False

17. I work well with deadlines and finish projects on time.

- a) True
- b) Sometimes true
- c) False

18. I find it hard to stick to a planned daily schedule. I'm easily distracted by immediate concerns.

- a) True
- b) Sometimes true
- c) False

19. I love networking and sharing ideas. I'm well connected in my community.

- a) True
- b) Sometimes true
- c) False



Entrepreneur Assessment Test

20. I feel comfortable saying “I don’t know” to a question, and then finding out the answer.

- a) True
- b) Sometimes true
- c) False

21. I’m shy and don’t really like approaching strangers.

- a) True
- b) Sometimes true
- c) False

22. Success, for me, is not measured by money.

- a) True
- b) Sometimes true
- c) False

23. I prefer a well-paying, stable job, even if it doesn’t necessarily fulfill my dreams.

- a) True
- b) Sometimes true
- c) False

24. I have skills or passions that I think could work as a business.

- a) True
- b) Sometimes true
- c) False

Score the Test

Look over the questions and then, using the chart on the next page, give yourself the number of points corresponding to the answer you selected. Circle your score for each answer and then add up your points.

ENTREPRENEUR ASSESSMENT TEST

Entrepreneur Assessment Test Scoresheet

Answer	Points	Answer	Points	Answer	Points	Answer	Points
1a	6	7a	6	13a	6	19a	6
1b	3	7b	3	13b	3	19b	3
1c	0	7c	0	13c	0	19c	0
2a	6	8a	0	14a	6	20a	6
2b	3	8b	3	14b	3	20b	3
2c	0	8c	6	14c	0	20c	0
3a	0	9a	0	15a	0	21a	0
3b	3	9b	3	15b	3	21b	3
3c	6	9c	6	15c	6	21c	6
4a	6	10a	0	16a	6	22a	6
4b	3	10b	3	16b	3	22b	3
4c	0	10c	6	16c	0	22c	0
5a	6	11a	6	17a	6	23a	0
5b	3	11b	3	17b	3	23b	3
5c	0	11c	0	17c	0	23c	6
6a	0	12a	0	18a	0	24a	6
6d	3	12b	3	18b	3	24b	3
6c	6	12c	6	18c	6	24c	0

100–144: **You're a natural.** You might already be an entrepreneur.

72–99: **It's a good fit.** You may have to make some adjustments, but you're well equipped to handle entrepreneurship.

71–37: **Caution:** This may not work out. You really need to make some major changes to your habits and beliefs before you can enjoy

Being an entrepreneur, let alone be successful at it.

0–36: **Stay where you are.** Entrepreneurship will drive you crazy.

How did you score? Do you need to rethink your desire to being an entrepreneur or are you now more determined that this is the right path to pursue? Even if you scored low, you may want to look back at the areas in which you were strong or weak, and where you can make any adjustments.