

ARE YOU A FUTURE ENTREPRENEUR?

Find out if you have what it takes

Do you...

- Enjoy thrills, excitement and challenge
- Apply creative problem-solving
- Set high goals and work hard to achieve them
- Have tons of energy for the things you are most interested in
- Act as the hero in an emergency

Fill out this self-assessment to find out what traits you have that will help you succeed as an entrepreneur and which ones might cause you some challenges down the road.

Women's Enterprise Centre provides this tool to potential entrepreneurs to help them decide if owning a small business is a match for them.

Women's Enterprise Centre is the 'go-to' place for BC women business owners for business loans, skills training, business advisory services, resources, publications and referrals.



COMPLETING YOUR SELF-ASSESSMENT

Answer the following situational questions

		Always	Usually	Sometimes	Never
1.	I hate being in a position of having to do things; I prefer to act before I am forced to.	4	3	2	1
2.	I keep looking for different things I can do.	4	3	2	1
3.	If I am faced with a problem, I try to solve it.	4	3	2	1
4.	I find out for myself what I need to know.	4	3	2	1
5.	When I am working on something, I often check its quality to make sure it is good.	4	3	2	1
6.	I treat family, friends, and my own convenience as less important than getting a job done.	4	3	2	1
7.	I like to find ways of doing things less expensively than before.	4	3	2	1
8.	I think logically about what I am doing and what I am going to do.	4	3	2	1
9.	If there are several choices, I think carefully about each one of them before taking action.	4	3	2	1
10.	I believe I can overcome obstacles	4	3	2	1
11.	When someone disagrees with me, I try to deal with the disagreement instead of pretending it doesn't exist.	4	3	2	1
12.	I am good at convincing people to buy things.	4	3	2	1
13.	I learn useful facts from people "in the know".	4	3	2	1
14.	If I see a problem coming, I do something about it now rather than waiting for it to happen.	4	3	2	1
15.	I try to view my problems as opportunities.	4	3	2	1
16.	When things are difficult, I find it very hard to give up.	4	3	2	1
17.	When I am going to do something, I first ask questions to find out how to do it.	4	3	2	1
18.	My work is better than other people's.	4	3	2	1
19.	I am willing to work hard long hours to do what I said I would.	4	3	2	1
20.	I try to minimize the time it takes to do things.	4	3	2	1
21.	I try to foresee possible obstacles when I am making plans.	4	3	2	1
22.	I find ways around problems that other people failed to find before.	4	3	2	1
23.	I know I can do what I set out to do.	4	3	2	1
24.	I try to confront differences of opinion openly, not to pretend they don't exist.	4	3	2	1
25.	If I want somebody to do something, I can persuade them to do it.	4	3	2	1
26.	I try to build networks of contacts in order to find out what I need to know.	4	3	2	1

based on whether you: Always (4), Usually (3), Sometimes (2), or Never (1) behave according to the statement. Be honest.

		Always	Usually	Sometimes	Never
27.	I can see for myself what action needs to be taken; I do not depend on others to tell me.	4	3	2	1
28.	When I run into obstacles, I see it as a chance to learn something new.	4	3	2	1
29.	I do not ignore difficulties; I try to overcome them.	4	3	2	1
30.	I make extensive, systematic inquiries about how to do things.	4	3	2	1
31.	I want to produce the best product of its type.	4	3	2	1
32.	I will do almost anything to finish a task on time.	4	3	2	1
33.	I look for ways of working more quickly.	4	3	2	1
34.	I do not plan on the assumption that all will go well. I anticipate problems, and I plan for them.	4	3	2	1
35.	I find innovative solutions to problems.	4	3	2	1
36.	When I start a task, I am confident I can complete it.	4	3	2	1
37.	I do not like to ignore interpersonal problems. I would rather admit to them and try to solve them.	4	3	2	1
38.	When I need people to do a task for me, I can get them to do it.	4	3	2	1
39.	I try to develop friendships because they are a fundamental resource for success.	4	3	2	1
40.	I do not like to wait until I must take action, I act before I have to.	4	3	2	1
41.	If an opportunity arises, I act on it immediately.	4	3	2	1
42.	If one solution doesn't work, I try to find another.	4	3	2	1
43.	If a problem needs to be analyzed, I analyze it myself.	4	3	2	1
44.	I want whatever I do to be of higher quality than anyone else's.	4	3	2	1
45.	If a job has to be completed, I am prepared to sacrifice my personal convenience in order to do it.	4	3	2	1
46.	I try to reduce costs.	4	3	2	1
47.	I try to plan how I will get over difficulties before I actually meet them.	4	3	2	1
48.	I develop new ideas.	4	3	2	1
49.	If I meet a challenge, I can overcome it.	4	3	2	1
50.	If I am having a problem with somebody else, I like to face up to it openly with that person.	4	3	2	1
51.	I can persuade people to do things for me.	4	3	2	1
52.	I look at my friends as part of my strength for the future.	4	3	2	1

PERSONAL CHARACTERISTICS ASSESSMENT SUMMARY

Making Sense of Your Responses

To make sense of your responses, transfer the numbers you have circled for each of the statements 1 to 52 into the appropriate space on this sheet and total each row. The highest total score for any category is sixteen (16) and the lowest total score is four (4).

Answer Values Total Category

1	_____	14	_____	27	_____	40	_____	=	<input type="text"/>	Initiative
2	_____	15	_____	28	_____	41	_____	=	<input type="text"/>	Sees and acts on opportunities
3	_____	16	_____	29	_____	42	_____	=	<input type="text"/>	Persistence
4	_____	17	_____	30	_____	43	_____	=	<input type="text"/>	Information seeking
5	_____	18	_____	31	_____	44	_____	=	<input type="text"/>	Concern for high quality of work
6	_____	19	_____	32	_____	45	_____	=	<input type="text"/>	Commitment to work contract
7	_____	20	_____	33	_____	46	_____	=	<input type="text"/>	Efficiency orientation
8	_____	21	_____	34	_____	47	_____	=	<input type="text"/>	Systematic planning
9	_____	22	_____	35	_____	48	_____	=	<input type="text"/>	Problem-solving
10	_____	23	_____	36	_____	49	_____	=	<input type="text"/>	Self-confidence
11	_____	24	_____	37	_____	50	_____	=	<input type="text"/>	Assertiveness
12	_____	25	_____	38	_____	51	_____	=	<input type="text"/>	Persuasion
13	_____	26	_____	39	_____	52	_____	=	<input type="text"/>	Use of influence strategies

As you look through your scores, remember, there are no 'right' or 'wrong' answers. This is a measurement of where your skill set is now. If some of your scores are low, don't despair, it is beneficial to identify the areas you need to work on, so you can build your skill base. If you have some low scores, you may consider taking courses or reading some books to build those skills. For example, if your self-confidence or assertive skills are low, you may want to enrol in a business communications or negotiation course.

Use this assessment as an opportunity to utilize your top skills and work on developing your weakest skills prior to setting out on your new business venture. If you want some assistance, please contact us. We want to see you succeed.



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