

# TAKE THIS QUIZ

## What It Takes To Be A Successful Entrepreneur

You have worked for others all of your life. You have been recognized for your outstanding work and been praised by your supervisors.

**Now, you want to start your own business.**

Do you possess the skills necessary to run your business? Your talent may not be enough to keep the business afloat if you can't market your talent and run the business.

*Do you know how to negotiate? Plan? Organize? Supervise?  
Are you timely? Adaptable? Open to suggestions?*

You may start a new business because you want to spend more time with your family only to discover that the demands of your new business keep you away from your family more than ever. An honest assessment of your skills, along with your personal and financial needs and the demands of your family and other commitments should be undertaken prior to starting your business.

The following quiz is by no means an exhaustive list of questions to ask, but is meant to start you thinking about the **broad implications of entrepreneurship.**

**Ask yourself the following:**

	Yes	No
Do you like to make your own decisions?		
Do you like competition?		
Are you self-disciplined?		
Are you an effective planner?		
Are you well organized?		
Do you get things done on time?		
Can you take advice from others?		
Are you adaptable to changing conditions?		
Can you delegate responsibility?		
Could you fire an ineffective employee?		
Do your family and friends approve and support your decisions?		
Are you willing to work 12 to 16 hours a day, six days a week and on holidays to get your business started?		
Do you have the physical stamina to work as necessary?		
Are you prepared to lose your financial investment?		
Will the business generate enough income to meet your financial needs?		

Are you prepared to lower your standard of living for months, even years until your business is a success?		
Do you know which skills are critical to making your business a success?		
Do you possess these skills?		
Does your business idea effectively utilize your personal strengths?		
Can you find and afford personnel to provide the skills you lack?		
Will your business fulfill your career goals?		
Can you tolerate the loneliness of working alone while building your business?		

**If you answered “NO” to more than a few of these questions, maybe you should think twice about whether or not you want to be an entrepreneur.**