

Entrepreneurial Potential Assessment Test

Read the following statements carefully and CIRCLE THE NUMBER which indicates your **DEGREE** of **AGREEMENT** or **DISAGREEMENT** with them according to your way of seeing and doing things.

Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree
1	2	3	4	5

- | | | | | | |
|--|---|---|---|---|---|
| 1. I am Generally optimistic | 1 | 2 | 3 | 4 | 5 |
| 2. I like doing things better than other people do them | 1 | 2 | 3 | 4 | 5 |
| 3. When I solve a problem, I try to find the best solution without concerning myself too much about other possible solutions | 1 | 2 | 3 | 4 | 5 |
| 4. I like to chat with my co-workers after the workday is over | 1 | 2 | 3 | 4 | 5 |
| 5. If I bet at the races, I'd rather take a chance on a long-shot that might bring a big pay-off | 1 | 2 | 3 | 4 | 5 |
| 6. I prefer to set my own objectives and work hard to reach them | 1 | 2 | 3 | 4 | 5 |
| 7. I am easy to approach and get along well with others | 1 | 2 | 3 | 4 | 5 |
| 8. I like to be well informed about what is happening and take steps to find out | 1 | 2 | 3 | 4 | 5 |
| 9. I work better when someone guides and advises me | 1 | 2 | 3 | 4 | 5 |
| 10. When I know I'm right, I can convince others | 1 | 2 | 3 | 4 | 5 |
| 11. I often find that other people make me waste precious time | 1 | 2 | 3 | 4 | 5 |
| 12. I like watching hockey, baseball and other similar sports | 1 | 2 | 3 | 4 | 5 |



Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree
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13. I tend to talk easily and openly about myself to others
1 2 3 4 5
14. I don't mind following orders from superiors who have legitimate authority
1 2 3 4 5
15. I prefer developing plans rather than putting them into effect
1 2 3 4 5
16. There's not much pleasure in betting on "sure things"
1 2 3 4 5
17. Faced with failure, I'd rather go quickly on to another activity than persevere in the situation
1 2 3 4 5
18. I think that to succeed in business, you must commit enough time to family
1 2 3 4 5
19. When I've earned something, I think it's important to protect it, to keep it secure
1 2 3 4 5
20. Making a lot of money is mostly a matter of luck
1 2 3 4 5
21. A problem is usually resolved better when you consider several possible solutions
1 2 3 4 5
22. I like to impress other with my achievements
1 2 3 4 5
23. I prefer to play a sport such as tennis or badminton with someone who is slightly better at it than I am
1 2 3 4 5
24. Sometimes, in business negotiations, ethics and morality have to be a bit loose
1 2 3 4 5
25. I believe that good friends should make the best subordinates in a business
1 2 3 4 5



Evaluate your Answers

Give yourself one point for each time you have CIRCLED THE NUMBER 1 OR 2 in responses to statements:

1, 2, 6, 8, 10, 11, 16, 17, 21, 22, 23 and 24;

and one point for each time you have CIRCLED THE NUMBER 4 OR 5 in your response to the statements:

3, 4, 5, 7, 9, 12, 13, 14, 15, 18, 19, 20 and 25

TOTAL YOUR POINTS _____

So, What are the Results....

21-25	You have great entrepreneurial potential. With such potential, its surprising you haven't gone into business already (if that's the case of course)
16-20	This result shows you have definite entrepreneurial potential. However, your success in business could depend on the abilities you show and the resources you have available.
11-15	This result puts you in an intermediate zone. You are probably capable of going into business, but you would have to put a lot of effort and perseverance into it. Outside help and follow-up in the form of advice and encouragement would be an asset to you. Some adjustment might also be necessary.
6 to 10	Your entrepreneurial potential seems fairly weak. You would certainly have to reconsider some of your opinions, attitudes and behaviour patterns.
1 to 5	Be realistic. It would probably be difficult for you to evolve into the business world at present. You should become seriously informed about the restraints and demands of the entrepreneur's career.

This "assessment" attempts to evaluate your aptitude for business and is based on a number of characteristics observed in entrepreneurs. It cannot, of course, claim to make an exact evaluation of your entrepreneurial potential., but it is a god way to find out where you stand.

