

A Self-Evaluation Checklist to Determine if you Should Start a Business

INSTRUCTIONS: Under each question, check the answer that says what you feel or comes closest to it. Be honest with yourself.

Are you a self-starter?

- I do things on my own. Nobody has to tell me to get going.
- If someone gets me started, I keep going alright.
- Easy does it. I don't put myself out until I have to.

How do you feel about other people?

- I like people. I can get along with just about anybody.
- I have plenty of friends—I don't need anyone else.
- Most people irritate me.

Can you lead others?

- I can get most people to go along when I start something.
- I can give the orders if someone tells me what we should do.
- I let someone else get things moving then I go along if I feel like it.

Can you take responsibility?

- I like to take charge of things and see them through.
- I'll take over if I have to, but I'd rather let someone else be responsible.
- There is always some eager beaver around wanting to show how smart he is. I say let him.

How good of an organizer are you?

- I like to have a plan before I start. I'm usually the one to get things lined up when the group wants to do something.
- I do all right unless things get too confused, then I quit.
- You get all set and then something comes along and presents too many problems. SO I just take things as they come.

How good a worker are you?

- I can keep going as long as I need to. I don't mind working hard for something I want.
- I'll work hard for awhile, but when I've had enough, that's it.
- I can't see that hard work gets you anywhere.

Can you make decisions?

- I can make up my mind in a hurry if I have to. It usually turns out okay too.
- I can if I have plenty of time. If I have to make up my mind fast, I think later I should have decided the other way.
- I like to be the one who has to decide things.

Can people trust what you say?

- You bet they can, I don't say thing I don't mean.
- I try to be on the level most of the time, but sometimes I just say what's easiest.
- Why bother if the other fellow doesn't know the difference?

Can you stick with it?

- If I make up my mind to do something, I don't let anything stop me.
- I usually finish what I start if it goes well.
- If it doesn't go right at the onset, I quit. Why beat your brains out?

How good is your health?

- I never run down!
- I have enough energy for most things I want to do.
- I run out of energy sooner than most of my friends seem to.

Now count the checks you made.

- How many checks are beside the first question? ____
- How many checks are beside the second question? ____
- How many checks are beside the third question? ____

If most of your checks are beside the first answers, you probably have what it takes to run a business. If not, you are likely to have more trouble than you can handle by yourself. Better find a partner who is strong on the points you're weak on. If many checks are beside the third answer, not even a good partner will be able to shore you up.