

Excerpt from the book: The ABCs of Making Money

The ABCs of Making Money – Entrepreneurial Quiz

Instructions: Read the following 10 statements and answer “true” or “false” to each as they apply to you.

Part One: Entrepreneurial Indicators

	True	False
I have a burning desire to be successful.	___	___
I believe that failure is not an option.	___	___
I get so focused on my goals that I often forget everything else.	___	___
I believe in the saying, “If it’s to be, it’s up to me”.	___	___
I am passionate and energetic about winning in life.	___	___
I respond well under situations of pressure and stress.	___	___
I believe that taking reasonable risks is what life is all about.	___	___
I don’t focus on problems; I see challenges and opportunities to conquer.	___	___
I am seen as an entrepreneur by others.	___	___
I am a positive, action-oriented person who is not afraid to dream.	___	___

Interpretation: Each “true” rating is worth one point. A combined score of 8 or higher demonstrates an entrepreneurial attitude that can serve you very well as you consider embarking on your entrepreneurial journey. If your score is below 8, continue re-reading the chapter then try the quiz again. Some of the stories may inspire you. If you still score lower than 8 then concentrate on the strategies in the B section of this book as that is how you will be most comfortable and successful.

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Part Two: A Partial List of Entrepreneurial Skills

As a potential business owner, you should have a solid understanding of the various facets of running a successful business. Do this self-assessment exercise to gauge your entrepreneurial skills. Upon completion use the "No" and "uncertain" items and embark on a process to enhance your skills.

Entrepreneurial Skill	Yes	No	Uncertain	Area to Improve
Buying things at a low price	_____	_____	_____	_____
Making stuff	_____	_____	_____	_____
Organizing	_____	_____	_____	_____
Quality Control	_____	_____	_____	_____
Problem Solving	_____	_____	_____	_____
Using computers	_____	_____	_____	_____
Decision Making	_____	_____	_____	_____
Leading People	_____	_____	_____	_____
Keeping costs low	_____	_____	_____	_____
Bookkeeping/ Budgeting	_____	_____	_____	_____
Understanding Customers	_____	_____	_____	_____
Selling at a profit	_____	_____	_____	_____
Providing quality Customer Service	_____	_____	_____	_____
Advertising/ Creative Promotions	_____	_____	_____	_____
Staff Selection and Training	_____	_____	_____	_____

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