



## Entrepreneurial Spirit

### Do you have an entrepreneurial spirit?

This is a quiz that is fun to take and should be interpreted as such. For each question, select the answer that best describes you. All questions must be answered for the rest to be accurate. You can print this page out and use check marks, or just use a piece of paper with "very likely, sometimes and less likely" listed, then make a mark under whichever answer is appropriate.

Scoring: 3 points for each "very likely" answer; 2 points for each "sometimes" answer; and 1 point for each "less likely" answer.

Statement	Very Likely	Maybe	Less Likely
I am persistent			
When I am interested in a project, I need less sleep			
When there is something I want, I keep my goals clearly in mind			
I examine my mistakes and learn from them			
I keep my New Year's Resolution(s)			
I have a strong personal need to succeed			
I often have new and different ideas			
I am adaptable			
I am curious			
I am intuitive			
If something cannot be done, I usually find a way			
I see problems as challenges			
I take chances			
I'll gamble on a new idea, even if it's not a sure thing			
To learn something new, I explore unfamiliar subjects			
I can recover from emotional setbacks			
I feel sure of myself			
I am a positive person			
I experiment with new ways to do things			
I am willing to undergo sacrifices to possibly gain a reward			
I usually do tasks my own way			
I tend to rebel against authority			
I often enjoy being alone			
I like to be in control			
I have a reputation for being stubborn			
<b>Your Total Points</b> _____			



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A total score above 60 means you have the characteristics of a successful entrepreneur.

Entrepreneurship attracts people of all ages, all races, all economic backgrounds, and interests. Entrepreneurs take risks, not unrealistic risks, but studied and planned risks based on sound business principles. You have probably taken some risks in the past and know that you must be somewhat bold and jump right in; the better trained or prepared you are, the better you will benefit. These risks are quite typical situations many entrepreneurs must consider. Doing any kind of business involves taking a risk, but taking a bigger entrepreneurial risk in starting a new business means deciding that the benefits or rewards of starting a small business are worth the challenges you will face. To be an entrepreneur takes more than just a good idea. As the founder of Atari said, "the critical ingredient is getting off your butt and doing something. It's as simple as that. A lot of people have ideas, but there are few who decide to do something about them now. Not tomorrow. Not next week. But today." The true entrepreneur is a doer, not a dreamer; but the entrepreneur recognizes the difference between a good risk and a poor risk.

### Entrepreneurial Factoids:

- ❖ Significantly high numbers of entrepreneurs are children of first-generation Americans.
- ❖ Successful entrepreneurs are not, as a rule, top achievers in school.
- ❖ Entrepreneurs are not especially enthusiastic about participating in group activities in school.
- ❖ Studies of entrepreneurs show that, as youngsters, they often preferred to be alone.
- ❖ Enterprise usually can be traced to an early age.
- ❖ Stubbornness as a child seems to translate into determination to do things your own way - a hallmark of successful entrepreneurs.
- ❖ Caution may involve an unwillingness to take risks, a handicap for those embarking on previously uncharted territory.
- ❖ Entrepreneurs often have the faith to pursue different paths despite the opinions of others.
- ❖ Being tired of a daily routine will often precipitate an entrepreneur's decision to start an enterprise.
- ❖ Entrepreneurs generally enjoy their type of work so much, they move from one project to another - nonstop.
- ❖ Successful entrepreneurs are willing to use their savings to finance a project.
- ❖ Many entrepreneurs make a habit of putting their goals in writing.
- ❖ Entrepreneurial personalities seem to be easily bored.
- ❖ Optimism can fuel the drive to press for success in uncharted waters.