

QUIZ: ASSESSING YOUR ENTREPRENEURIAL SKILLS

Entrepreneurs tend to start ventures using skills and knowledge they have acquired in a certain occupation or industry. But all entrepreneurs share general abilities. This assessment exercise will help you figure out how well you have developed the skills to be a successful entrepreneur. Keep in mind that you can always develop new skills, and your score is no more than an indication of your current entrepreneurial abilities.

Directions: Read each statement then put an "X" in the column that best describes you

	Not Developed	Beginner	Quite Capable	Very Capable
Creative Thinking I have innovative ideas and find new ways to solve problems	_____	_____	_____	_____
Planning & Research I know how to find information and I am able to use it effectively	_____	_____	_____	_____
Decision Making I study my options and am able to make well thought out decisions	_____	_____	_____	_____
Organization I set priorities and organize my time to achieve them	_____	_____	_____	_____
Communication (oral) I speak clearly and communicate my thoughts effectively	_____	_____	_____	_____
Communication (written) I produce accurate, clear and error free Writing	_____	_____	_____	_____
Team Building I know how to assemble, motivate and empower a team	_____	_____	_____	_____
Marketing & Sales I understand what marketing involves and how to go about selling a product or idea	_____	_____	_____	_____
Financial Management I know how to manage cash flow and read a bottom line	_____	_____	_____	_____

Record Keeping

I can identify and use business forms and file and record financial transactions

Goal Setting

I set and work toward short, medium and long term goals

Business Management

I can manage people effectively, delegating tasks and business responsibilities

SUBTOTAL:**TOTAL:** _____**SCORING:**

Total your score in each column. Give yourself one point for every "X" under "Not Developed", two points for each "X" under "Beginner", three points for each "X" under "Very Capable". Then tally up each column for a total score.

If you scored 37-48: You have done a great job developing and balancing many of the skills required to be a successful entrepreneur. Make a note of the skills in which you scored the lowest and keep in mind that you will either need to develop them or find a partner or employees who are adept in those areas.

If you scored 25-36: You are very capable in some areas and a beginner in others. Developing a good balance of entrepreneurial skills is key to covering as many bases in business as you can. You are not expected to be able to do everything, but having some capability in each of these areas is your best bet for success.

If you scored 13-24: You may have to work on some areas before starting on your entrepreneurial path. Identify the skills which need work, then brainstorm ways you could develop those areas (i.e.: taking a course, doing volunteer work, reading a book, etc.) However, if you are very capable in even one or two areas, you could be a valuable asset to someone else's entrepreneurial team.

If you scored 0-12: You are probably just beginning to consider the skills you will require to be an entrepreneur. Try not to feel overwhelmed by the number of skills you need. Many areas overlap and can be learned through everyday tasks like interacting with others or balancing your checkbook. Pick two or three skills to start working on, and set some goals to keep track of your progress.