Taking the Plunge

EXERCISE: Assess Your Personal Qualities

Spend a few minutes on this quiz to help you think about your personal qualities and your suitability for running your own business.

Score yourself from 1 (least like me) to 5 (most like me). When you’ve finished add up your scores to check your result.

|  |  |  |
| --- | --- | --- |
|   | No………………………Yes  | Actions / Comments  |
|   | 1  | 2  | 3  | 4  | 5  |   |
| I am a self-starter  |   |   |   |   |   |   |
| I have a positive outlook  |   |   |   |   |   |   |
| I am confident  |   |   |   |   |   |   |
| I am a good listener  |   |   |   |   |   |   |
| I am a creative thinker  |   |   |   |   |   |   |
| I stick with it  |   |   |   |   |   |   |
| I am determined  |   |   |   |   |   |   |
| I’m good at negotiating  |   |   |   |   |   |   |
| I am open to new ideas  |   |   |   |   |   |   |
| I am a patient person  |   |   |   |   |   |   |
| I’ve got a flexible attitude  |   |   |   |   |   |   |
| I like learning new things  |   |   |   |   |   |   |
| I take the initiative  |   |   |   |   |   |   |
| I’m ambitious  |   |   |   |   |   |   |
| I’m organised and attend to detail  |   |   |   |   |   |   |
| I get on with others  |   |   |   |   |   |   |
| I take calculated risks  |   |   |   |   |   |   |
| I make decisions quickly  |   |   |   |   |   |   |
| I am a planner  |   |   |   |   |   |   |
| I am willing to listen to advice  |   |   |   |   |   |   |
| Total score  |   |   |   |   |   |   |

Less than 30: Not ideal. You have some of the personal qualities necessary to start your own business, but there may be some that you lack. Think carefully before you commit time and money to starting up.

31 – 49: So-So. You have some weaker areas that may over-shadow your strengths. It’s tough starting a business, so be sure this is what you want and then set yourself clear goals.

50 – 74: Good. Your chances of success are good. Take another look at your weaker spots and consider how you can increase your score.

75 – 100: Excellent. Congratulations, you’ve got the right qualities to make a success of a business. Go for it!

Starting and Growing a Profitable Business – Starting Up