

## ENTREPRENEUR SELF-EVALUATION

### MOTIVATION

|  | Disagree |   |   |   |   |   |   |   |   |    | Strongly Agree |
|--|----------|---|---|---|---|---|---|---|---|----|----------------|
| 1. I constantly see business opportunities or ideas with potential commercial value.                 | 1        | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |                |
| 2. I like growing or building businesses or taking ideas and making something of them.               | 1        | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |                |
| 3. I regularly think of ways to do things better or more efficiently.                                | 1        | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |                |
| 4. I am able to find solutions to challenges or problems.  | 1        | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |                |
| 5. I can find the help or resources I need to be successful.   | 1        | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |                |
| 6. I am a dynamic person who offers vision, hope, and energy to people I work and/or partner with.   | 1        | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |                |
| 7. I am a hard-working person who does what it takes to succeed.                                     | 1        | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |                |
| 8. I can adapt to changes and surprises quickly and successfully.                                    | 1        | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |                |
| 9. I am able to successfully manage risk associated with creating and growing a business.            | 1        | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |                |
| 10. I thrive on learning. I am constantly seeking new information that can help me with my business. | 1        | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |                |
| 11. I am motivated by success and driven to do well.   | 1        | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |                |
| 12. I believe in working with others who can help me make my dream a reality.                        | 1        | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |                |

### CAPACITY RELATED TO BUSINESS SKILLS

|  |   |   |   |   |   |   |   |   |   |    |  |
|--|---|---|---|---|---|---|---|---|---|----|--|
| 13. Ability to assess market opportunities       | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| 14. Ability to develop products or services      | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| 15. Ability to provide products or services      | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| 16. Marketing and communications capacity        | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| 17. Fiscal management                            | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| 18. Ability to acquire financial capital         | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| 19. Personnel or team development and management | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| 20. Ability to develop and sustain partnerships  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| 21. Quality control                              | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |

### CAPACITY TO NETWORK AND PARTNER

|  |   |   |   |   |   |   |   |   |   |    |  |
|--|---|---|---|---|---|---|---|---|---|----|--|
| 22. I am comfortable seeking information from others.              | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| 23. I regularly network to gain information for my business.       | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| 24. I have an extensive resource network I am constantly building. | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| 25. I am comfortable with partnerships.                            | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| 26. I have two or more partnerships associated with my business.   | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| 27. I have learned how to deal with the challenges of partnering.  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |

### SUPPORT FROM FAMILY AND COMMUNITY

|  |   |   |   |   |   |   |   |   |   |    |  |
|--|---|---|---|---|---|---|---|---|---|----|--|
| 28. I am challenged and happy in my work building a business.  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| 29. There is a good balance between my work and personal life. | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| 30. Family and friends are supportive and encourage me.        | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| 31. My community is supportive of me and my undertaking.       | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| 32. My community is actively helping me build my business.     | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |

### SCORING

0-80: *Low Potential*

161-255: *Moderate Potential*

81-160: *Some Potential*

256-320: *High Potential*