



Improving the economic well-being of the residents & businesses of Fond du Lac County

Entrepreneurship Quiz:

Some people possess an innate enterprising spirit. For others, it is a learned behavior. For still others, the atmosphere which surrounds an entrepreneurial venture may be the source for much frustration. Take the following quiz to find out where you fall in the scope of entrepreneurial aptitude.

1. What is your present age?
 a. 21-30
 b. 31-40
 c. 41-50
 d. 51 or over
2. You are the _____ child in the family.
 a. Oldest
 b. Middle
 c. Youngest
 d. Other
3. You are:
 a. Married
 b. Divorced
 c. Single
4. Your highest level of education is:
 a. Some high school
 b. High school diploma
 c. Bachelor's degree
 d. Master's degree
 e. Doctor's degree
5. Your work career has been:
 a. Primarily in small business (under 100 employees)
 b. Primarily in medium-sized business (100-500 employees)
 c. Primarily in big business (over 500 employees)
6. Did you operate any business before you were 20?
 a. Many
 b. A few
 c. None
7. Have you ever been fired from a job?
 a. Yes, more than once.
 b. Yes, once.
 c. No.

8. What is your primary motive in starting a business?
_____ a. To make money
_____ b. I don't like working for someone else
_____ c. To be famous
_____ d. As an outlet for excess energy
9. Your relationship to the parent who provided most of the family's income was:
_____ a. Strained
_____ b. Comfortable
_____ c. Competitive
_____ d. Nonexistent
10. If you could choose between working hard or working smart, you would:
_____ a. Work hard
_____ b. Work smart
_____ c. Both
11. On whom do or would you rely on for critical management advice?
_____ a. Internal management teams
_____ b. External management teams
_____ c. External financial professionals
_____ d. No one except myself
12. If you were at the racetrack, which of these would you bet on?
_____ a. The daily double – chance to make a killing
_____ b. A 10-to-1 shot
_____ c. A 3-to-1 shot
_____ d. The 2-to-1 favorite
13. The only ingredient that is both necessary and sufficient for starting a business are:
_____ a. Money
_____ b. Customers
_____ c. An idea or a product
_____ d. Motivation and hard work
14. If you were an advanced tennis player and had an opportunity to play a top pro, you would:
_____ a. Turn it down because he could easily beat you.
_____ b. Accept the challenge but not bet any money on it.
_____ c. Bet a weeks pay that you would win.
_____ d. Get odds, bet a fortune, and try for an upset.
15. You tend to "fall in love" too quickly with:
_____ a. New product ideas
_____ b. New employees
_____ c. New manufacturing ideas
_____ d. New financial plans
_____ e. All of the above
16. Which of the following personality types is best suited to be your right-hand person?
_____ a. Bright and energetic
_____ b. Bright and lazy
_____ c. Dumb and energetic
17. You accomplish tasks better because:
_____ a. You are always on time.
_____ b. You are super organized
_____ c. You keep good records.

18. You hate to discuss:
 a. Problems involving employees
 b. Signing expense accounts
 c. New management practices
 d. The future of the business
19. Given a choice, you would prefer:
 a. Rolling dice with a 3-in-1 chance of winning
 b. Working on a problem with a 1-in-3 chance of solving it in the allocated time.
20. If you could choose from the following competitive professions, it would be:
 a. Professional golf
 b. Sales
 c. Personnel counseling
 d. Teaching
21. If you had a choice between working with a close friend, and working with a stranger who is an expert in your field, you would choose:
 a. The close friend
 b. The expert
22. You enjoy being with people:
 a. When you have something meaningful to do
 b. When you can do something new and different
 c. Even when you have nothing planned
23. In business situations that demand action, clarifying who is in charge will help produce results.
 a. Agree
 b. Agree, with reservations
 c. Disagree
24. In playing a competitive game you are concerned with:
 a. How well you play
 b. Winning or losing
 c. Both of the above
 d. Neither of the above

End of Quiz

Locate scoring on the following page

Scoring

The scoring is weighted to determine your Entrepreneurial Profile. Add up the points by the items you've answered in each of the questions and look at the bottom page to see how you stack up against a sample of entrepreneurs.

1. a=8 b=10 c=5 d=2	2. a=15 b=2 c=0 d=0	3. a=10 b=2 c=2	4. a=10 b=3 c=10 d=8 e=4	5. a=10 b=5 c=0	6. a=10 b=7 c=0
7. a=10 b=7 c=0	8. a=0 b=15 c=0 d=0	9. a=10 b=5 c=10 d=5	10. a=0 b=5 c=10	11. a=0 b=10 c=0 d=5	12. a=0 b=2 c=10 d=3
13. a=0 b=10 c=0 d=0	14. a=0 b=10 c=3 d=0	15. a=5 b=5 c=5 d=5 e=15	16. a=2 b=10 c=0	17. a=5 b=15 c=5	18. a=8 b=10 c=15 d=0
19. a=3 b=10	20. a=0 b=15 c=0 d=0	21. a=8 b=10	22. a=0 b=10 c=10	23. a=3 b=3 c=0	24. a=10 b=2 c=15 d=0

Total Score

220-270 Successful Entrepreneur. Someone who starts multiple businesses successfully.

185-219 Entrepreneur. Starts one business successfully.

170-184 Latent Entrepreneur. Always wanted to start a business.

155-169 Potential Entrepreneur. Has the ability to but has not started thinking about starting a business yet.

140-154 Borderline Entrepreneur. No qualifications but still in the running this individual would need a lot of training to succeed.

Below 138 Hired Hand