



ARE YOU A FUTURE ENTREPRENEUR?

Take this self-assessment to find out if you have what it takes

Since 1995, Women's Enterprise Centre has helped thousands of BC women to start, grow and succeed in business, so our professional team of Business Advisors knows the combination of skills, knowledge and personality traits it takes to create a successful life as an entrepreneur.

Do you...

- ✓ Enjoy thrills, excitement and challenge?
- ✓ Apply creative problem-solving?
- ✓ Set high goals and work hard to achieve them?
- ✓ Have tons of energy for the things you're most interested in?
- ✓ Act as the hero in an emergency?

Then you might be be suited for entrepreneurship!

This self-assessment will help you find out what traits you have that will contribute to your success as an entrepreneur, and which ones might cause you some challenges down the road.

This is as an opportunity to utilize your top skills and identify areas you need to develop prior to setting out on your new business venture.

Now, let's see if entrepreneurship is a match for you!



Kim Yuen
Business Advisor, Vancouver

Complete your self-assessment

Answer the following situational questions based on whether you: Always (4), Usually (3), Sometimes (2), or Never (1) behave according to the statement. Be honest.

		Always	Usually	Sometimes	Never
1	I hate being in a position of having to do things; I prefer to act before I am forced to.	4	3	2	1
2	I keep looking for different things I can do.	4	3	2	1
3	If I am faced with a problem I try to solve it.	4	3	2	1
4	I find out for myself what I need to know.	4	3	2	1
5	When I am working on something I often check its quality to make sure it is good.	4	3	2	1
6	I treat family, friends and my own convenience as less important than getting a job done.	4	3	2	1
7	I like to find ways of doing things less expensively than before.	4	3	2	1
8	I think logically about what I am doing and what I am going to do.	4	3	2	1
9	If there are several choices, I think carefully about each one of them before taking action.	4	3	2	1
10	I believe I can overcome obstacles.	4	3	2	1
11	When someone disagrees with me, I try to deal with the disagreement instead of pretending it doesn't exist.	4	3	2	1
12	I am good at convincing people to buy things.	4	3	2	1
13	I learn useful facts from people "in the know".	4	3	2	1
14	If I see a problem coming, I do something about it now rather than waiting for it to happen.	4	3	2	1
15	I try to view my problems as opportunities.	4	3	2	1
16	My work is better than other people's.	4	3	2	1
17	When things are difficult, I find it very hard to give up.	4	3	2	1
18	When I am going to do something, I first ask questions to find out how to do it.	4	3	2	1
19	I am willing to work hard long hours to do what I said I would.	4	3	2	1
20	I try to minimize the time it takes to do things.	4	3	2	1
21	I try to foresee possible obstacles when I am making plans.	4	3	2	1
22	I find ways around problems that other people failed to find before.	4	3	2	1
23	I know I can do what I set out to do.	4	3	2	1
24	I try to confront differences of opinion openly, not to pretend they don't exist.	4	3	2	1
25	If I want somebody to do something, I can persuade them to do it.	4	3	2	1
26	I try to build networks of contacts in order to find out what I need to know.	4	3	2	1
27	I can see for myself what action needs to be taken; I do not depend on others to tell me.	4	3	2	1
28	When I run into obstacles, I see it as a chance to learn something new.	4	3	2	1

"My greatest strengths are my drive, hard work/work ethic, and also not micromanaging. I let my staff do their jobs, feel empowered to make the right decisions, and allow them the freedom to make the right choice when handling customer issues."

*Susi Foerg
Rustic Reel Brewing Co., Kelowna
WEC Loan Client*



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	Always	Usually	Sometimes	Never
29 I do not ignore difficulties; I try to overcome them.	4	3	2	1
30 I make extensive, systematic inquiries about how to do things.	4	3	2	1
31 I want to produce the best product of its type.	4	3	2	1
32 I will do almost anything to finish a task on time.	4	3	2	1
33 I look for ways of working more quickly.	4	3	2	1
34 I do not plan on the assumption that all will go well. I anticipate problems and I plan for them.	4	3	2	1
35 I find innovative solutions to problems.	4	3	2	1
36 When I start a task, I am confident I can complete it.	4	3	2	1
37 I do not like to ignore interpersonal problems. I would rather admit to them and try to solve them.	4	3	2	1
38 When I need people to do a task for me, I can get them to do it.	4	3	2	1
39 I try to develop friendships because they are a fundamental resource for success.	4	3	2	1
40 I do not like to wait until I must take action. I act before I have to.	4	3	2	1
41 If an opportunity arises, I act on it immediately.	4	3	2	1
42 If one solution doesn't work, I try to find another.	4	3	2	1
43 If a problem needs to be analyzed, I analyze it myself.	4	3	2	1
44 I want whatever I do to be of higher quality than anyone else's is.	4	3	2	1
45 If a job has to be completed, I am prepared to sacrifice my personal convenience in order to do it.	4	3	2	1
46 I try to reduce costs.	4	3	2	1
47 I try to plan how I will get over difficulties before I actually meet them.	4	3	2	1
48 I develop new ideas.	4	3	2	1
49 If I meet a challenge, I can overcome it.	4	3	2	1
50 If I am having a problem with somebody else, I like to face up to it openly with that person.	4	3	2	1
51 I can persuade people to do things for me.	4	3	2	1
52 I look at my friends as part of my strength for the future.	4	3	2	1

Summarize your responses

Transfer the numbers you have circled for each of the statements 1 to 52 into the appropriate space on the table below and total each row. The highest total score for any category (row) is sixteen (16) and the lowest total score is four (4).

ANSWER VALUES				TOTAL	CATEGORY
1. _____	14. _____	27. _____	40. _____	=	Initiative
2. _____	15. _____	28. _____	41. _____	=	Sees and acts on opportunities
3. _____	16. _____	29. _____	42. _____	=	Persistence
4. _____	17. _____	30. _____	43. _____	=	Information seeking
5. _____	18. _____	31. _____	44. _____	=	Concern for high-quality work
6. _____	19. _____	32. _____	45. _____	=	Commitment to work contract
7. _____	20. _____	33. _____	46. _____	=	Efficiency orientation
8. _____	21. _____	34. _____	47. _____	=	Systematic planning
9. _____	22. _____	35. _____	48. _____	=	Problem solving
10. _____	23. _____	36. _____	49. _____	=	Self-confidence
11. _____	24. _____	37. _____	50. _____	=	Assertiveness
12. _____	25. _____	38. _____	51. _____	=	Persuasion
13. _____	26. _____	39. _____	52. _____	=	Use of influence strategies

Remember: There are no 'right' or 'wrong' answers

This is a measurement of where your skill set is now. If some scores are low, don't despair! It's beneficial to identify the areas you need to work on, so you can build your skill base. For example, if your self-confidence or assertiveness skills are low, you may want to enrol in a business communications or negotiation course.

Women's Enterprise Centre can help you...

- » Start, buy or grow a business with a loan up to \$150K—wec.ca/BusinessLoans
- » Fill the gaps with vital and applicable business skills training—wec.ca/Learn
- » Develop your business plan, find information and resources and research your ideas—wec.ca/Start
- » Gain inspiration with *Taking the Leap* and *Starting a Business* guides featuring stories of BC women entrepreneurs—wec.ca/ResourceGuides
- » Make connections with entrepreneurs and networks in your area—wec.ca/Network

Connect with us today to explore your path to entrepreneurship,
or learn more at wec.ca/Start.

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We are a non-profit organization devoted to helping BC women start, lead and grow their own business. If you own a business, or are thinking of starting one, connect with us for business loans up to \$150K, business advice, skills training, mentoring, resources and a supportive community.

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