



SUPPORTING  
WOMEN ENTREPRENEURS  
IN BC

# Is Entrepreneurship the Right Path for You?

## SELF-ASSESSMENT TO EVALUATE YOUR POTENTIAL

Entrepreneurship is more than just a great idea—it requires a unique combination of skills, mindset, and determination. Whether you're considering starting a business or already exploring your next steps, understanding your strengths and identifying areas for growth is an important part of the journey.

## Discover Your Entrepreneurial Strengths

This self-assessment is designed to help you evaluate your entrepreneurial readiness by reflecting on key competencies such as initiative, problem-solving, planning, persistence, and more.

It's not a pass-or-fail exercise—rather, it's a tool to help you:

- Recognize the traits that can support your success in business.
- Uncover areas where you may want to build additional skills.
- Take a more focused approach to your personal and professional development.

By understanding your strengths and development opportunities early, you can better prepare yourself for the exciting journey of building your business.

### How to Use This Assessment

Respond honestly to each statement using the scale provided. Once complete, you'll be able to interpret your scores by category and begin identifying opportunities for targeted growth and support.

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*Self-awareness is the first step toward building the skills that lead to sustainable success.*

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# Complete Your Self-Assessment

For each statement below, choose the response that best reflects how you typically behave. Be honest—this assessment is a tool for your personal insight and development.

Use the following scale: Always (4), Usually (3), Sometimes (2), Never (1)

#	Statement	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
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

Once you've completed all 52 statements, record your scores in the table below. Add each row to calculate your total for each category.

These categories reflect key entrepreneurial competencies. The highest possible score per category is 16; the lowest is 4.

ANSWER VALUES					TOTAL	CATEGORY
1		14		27	40	= Initiative
2		15		28	41	= Sees & 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

## Score Range Interpretation

- **13-16 = Strong Trait** – leverage this strength
- **9-12 = Moderate** – consistent performance
- **4-8 = Growth Area** – may need development

## What to Do Next: Turning Insight into Action

Now that you've completed the Entrepreneurial Self-Assessment, you've taken an important first step in understanding your strengths and identifying where you may want to grow.

Here are some practical next steps to help you build your entrepreneurial skill set:

1. **Review Your Results by Category** – Identify the traits where you scored highest. These are strengths you can lean on in your business journey. Look at the areas with lower scores as opportunities to build confidence and capability.
2. **Set a Development Goal** – Choose one or two lower-scoring categories to focus on first. This could be skills like strategic planning, assertiveness, or problem-solving.

3. **Seek Out Learning Opportunities** – Consider workshops, courses, or mentorship programs that can help you build specific skills. Business communications, leadership, planning, and negotiation are common areas of development for new entrepreneurs.
4. **Build Your Entrepreneurial Network** – Join a peer group or attend networking events to connect with other entrepreneurs and exchange ideas. Your network is a powerful source of learning and support.
5. **Track Your Progress** – Revisit this assessment after six months to see how your skills and confidence have grown. Building entrepreneurial capacity is an ongoing journey.

Remember, entrepreneurship is a journey. Every step you take to build your skills brings you closer to success. Use what you've learned in this assessment to act, grow with purpose, and move forward with confidence.