

**BUSINESS PLAN PROJECT****Section 1.2****Characteristics of an Entrepreneur**

Do you know whether you have the characteristics and skills necessary to be an entrepreneur? As you answer the following questions, you'll begin to realize whether being an entrepreneur is for you.

For each question, circle the answer that best represents how you think. In some cases, several may seem very close, but choose just one.

1. You're working on a project for a client and the due day is tomorrow. In order to finish it on time, you need to work most of the night, but you've made a date to see a friend. What would you do?
 - A. Cancel your date with your friend and work all night to finish the project.
 - B. Call your client and tell him you have a family emergency and will get the finished project to him as soon as you can.
 - C. Meet your friend for a short time and enlist his/her help in finishing the project.
 - D. Postpone your date and do as much work as you're able to, recognizing that you may have to apologize to your client the next day because the project isn't finished.

2. Having a positive attitude is important to being a successful entrepreneur.
 - A. True
 - B. False

3. What's most important to being successful as an entrepreneur?
 - A. Having a dream.
 - B. Being able to motivate yourself.
 - C. Having certain skills.
 - D. Being able to follow directions.

4. The business you started a year ago has hit a roadblock and you don't think you can overcome it. The economy has tanked and people are just not interested in spending any money on your service. You realize that the best thing to do is to close your business. How do you think you would feel about going out of business?
 - A. It's a terrible tragedy and it will bother you for some time.
 - B. It reflects something that you did wrong and you don't want anyone to know about it.
 - C. Businesses close all the time. It's unfortunate but nothing earth-shattering.
 - D. It was a learning experience and you can use the information in your next business.

5. When you're trying to solve problems, are you more comfortable solving them
 - A. On your own.
 - B. Working with a team.
 - C. Leading the team to solve the problem.
 - D. Depending on other people to solve the problem and then using the solution.

6. Entrepreneurs are born with all the qualities they need to be successful.
 - A. True
 - B. False

7. You've always had part-time jobs from babysitting to walking dogs or washing cars. The money you've made has helped you buy things that you want and given you a sense of financial security. If you suddenly had no clients for these jobs, how would you feel?
 - A. A bit upset but you think you could find other clients.
 - B. A bit upset but you think you could get other types of jobs and replace the income.
 - C. A bit upset but you decide you can cut down on some of your expenses and that you could do without that income.
 - D. Very upset. You couldn't stand not having the security of having that income.

8. You have been working for the XYZ Corporation for two years doing video editing. The company is about to downsize its video department and is offering everyone who works in the department two options. One option is to stay without benefits; the other option is to leave and get severance (payment for leaving). You've been thinking about starting your own business doing video editing but you're not quite sure you're ready to go out on your own. Which of the following options would you pick?
 - A. Stay with XYZ without benefits. You want another year of experience before you go out on your own.
 - B. Leave and get severance and ask XYZ for a contract to do a certain amount of video editing over the next year.
 - C. This is the opportunity you've been waiting for. Take the severance and start your own business.

9. You're daydreaming about your future life in business. You see yourself
 - A. Earning tons of money and buying everything you want.
 - B. Working all hours of the day and night, utterly fulfilled by your work.
 - C. Doing something you love and making a living as well.
 - D. Having a secure job that you like that provides a good living.

10. You have to get hold of someone for an interview. He hasn't responded to the first message you left on his phone. Would you
- A. Call one more time and leave another message. If he doesn't respond, you figure he's just not that interested in the interview.
 - B. Call several more times hoping that he'll pick up the phone.
 - C. Call several more times and leave one more message. Meanwhile try to find out his email and contact him that way.
 - D. Not bother calling any more. He has your number and he can call you.