

Do you have what it takes to start your own business?

| | Yes | No |
|--|-------|-------|
| 1. Do I have a close relative that is or was in business for him/her self? | _____ | _____ |
| 2. Have I ever worked for a small firm where I had close contact with the founder? | _____ | _____ |
| 3. Did I ever work for a small division of a larger firm where I had close contact with the top manager? | _____ | _____ |
| 4. Is my work experience in a variety of functional areas such as marketing, finance, and production? | _____ | _____ |
| 5. Have I ever had my employer reject my "better mousetrap" idea? | _____ | _____ |
| 6. Am I between the ages of 30 and 40? | _____ | _____ |
| 7. I like to do things, rather than plan things. | _____ | _____ |
| 8. I have lived in three or more cities in my life. | _____ | _____ |
| 9. I have been fired before. | _____ | _____ |
| 10. My spouse is supportive of my work (if married). | _____ | _____ |
| 11. What generally happens to me is something I make happen, not something that is due to luck, good and otherwise. | _____ | _____ |
| 12. If I had to make a choice between working for a firm which I do not own for twice the money I make now and running my own firm at my present pay, I would choose to start my own firm. | _____ | _____ |
| 13. When a problem comes up that everyone around me says is unsolvable, I usually try to solve it. | _____ | _____ |
| 14. As a child, I sold lemonade or had a paper route or something similar. | _____ | _____ |
| 15. I get along well with other people. | _____ | _____ |
| 16. My subordinates respect me and work hard for me, even if they don't like me. | _____ | _____ |