

The ABCs of Making Money 4 Teens Entrepreneurial Indicator

Instructions: Circle the number that comes closest to representing how true the statement is for you right now (a rating of 1 would represent never true, while a rating of 5 would represent always true).

PART ONE: Entrepreneurial Characteristics Statements

Rating

I believe that taking reasonable risks is what life is all about.	1	2	3	4	5
I always strive to be the best, the fastest or the first at whatever I do.	1	2	3	4	5
I want so much to be successful it dominates my daily thoughts.	1	2	3	4	5
I believe that for me failure is not an option.	1	2	3	4	5
I double my efforts to respond to setbacks.	1	2	3	4	5
I often get so focused on my projects that I forget everything else.	1	2	3	4	5
I believe that despite any obstacles I will succeed.	1	2	3	4	5
I respond well under situations of pressure and stress.	1	2	3	4	5
I can stabilize a situation by reducing the risks.	1	2	3	4	5
I am seen by others as adventurous, ambitious, energetic and optimistic.	1	2	3	4	5

Interpretation: A score of 40 or higher demonstrates strong Attitudes that can serve you very well on your entrepreneurial journey. A lower score indicates that you need to do some more thinking about what you want to do. Maybe it would be better to work on your idea with someone who is more comfortable with the risks of having his or her own business. There's nothing wrong with being 'the idea person' for someone else or for a company. Just try to keep as much ownership and control of the idea as possible.

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PART TWO: A Partial List of Entrepreneurial Skills

As a potential business owner, you should know something about every aspect of it. Try this self-assessment exercise to measure your entrepreneurial skills. When you're done, use the "No's" and "Uncertain's" to highlight those things you need to work on. The more of these skills you have, the greater the chance your business idea will blossom into something real. If you lack any of these skills, you can upgrade them by reading, by learning from someone who has already done what you're trying to do, by taking on a knowledgeable partner or a new employee skilled in that area or by handing the job over to outsiders with the right skills.

Entrepreneurial Skill	Yes	No	Uncertain	Area to Improve
Buying Stuff at Low Price	___	___	___	___
Making Stuff	___	___	___	___
Organizing	___	___	___	___
Quality Control	___	___	___	___
Problem Solving	___	___	___	___
Decision Making	___	___	___	___
Leading People	___	___	___	___
Using Computers	___	___	___	___
Bookkeeping and Budgeting	___	___	___	___
Keeping Costs Low	___	___	___	___
Understanding Customers' Wants	___	___	___	___
Selling Stuff at a Profit	___	___	___	___
Providing Quality Customer Service	___	___	___	___
Advertising/Creative Promotions	___	___	___	___