Chapter 22

Activity File 22-1 Seeing Yourself as an Entrepreneur

**Directions:** Complete the following self-assessment to see if you are suited to be an entrepreneur.

Entrepreneurship is taking on both the risks and responsibilities of starting a new business. A culture of entrepreneurship has contributed to the high standard of living in the United States. Starting a new business, significantly enlarging it, or reorganizing a failed business are challenges few can handle. However, entrepreneurs are willing to spend the time and energy needed for success.

1. If you were to start your own business, what type of business would it be?

<<Place Answer Here>>

2. Describe the following experiences that will help make you a successful entrepreneur.

• Leadership

<<Place Answer Here>>

• Business classes

<<Place Answer Here>>

• Work experience

<<Place Answer Here>>

• Managing others

<<Place Answer Here>>

3. Summarize your strengths and weaknesses in various areas.

|  |  |
| --- | --- |
| **My strengths are** | **My weaknesses are** |
| 1. | 1. |
| 2. | 2.  |
| 3. | 3. |
| 4. | 4. |
| 5. | 5. |

4. Are you ready to be an entrepreneur? Complete the following self-assessment.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Does this sound like you? | No, definitely not me. | Occasionally. | This describes me most of the time. | This describes me all of the time. |
| 1 point | 2 points | 3 points | 4 points |
| 1. Others consider me to be a leader. |  |  |  |  |
| 2. I want control of whatever job, project, or work I am doing. |  |  |  |  |
| 3. Others turn to me for help when making decisions. |  |  |  |  |
| 4. I am willing to commit long hours and work seven days a week to make my business a success. |  |  |  |  |
| 5. I am a team player. |  |  |  |  |
| 6. I enjoy tackling a challenge with a group of people. |  |  |  |  |
| 7. When I hear the word impossible, I begin to think of how it can be done. |  |  |  |  |
| 8. I want to change things for the better. I am not satisfied with the way things are. |  |  |  |  |
| 9. I enjoy the freedom, power, and ability to make money based on my decisions and talents. |  |  |  |  |
| 10. I would like being my own boss. |  |  |  |  |
| 11. I am persistent and will rarely take no for an answer. |  |  |  |  |
| 12. I have always been good at selling things, whether it was for a student fund-raiser or selling an idea to a teacher. |  |  |  |  |
| 13. I take responsibility for my actions. When I am wrong, I am willing to admit it. When I am right, I want to be recognized. |  |  |  |  |
| 14. My teachers and friends know they can count on me to get work done. |  |  |  |  |
| 15. I am a risk taker. |  |  |  |  |
| 16. I am willing to invest my own money to start a business. |  |  |  |  |
| 17. I am confident in my ability to make good decisions. |  |  |  |  |
| TOTAL  |  |  |  |  |

A score of 60–85: high likelihood of being an entrepreneur.

A score of 35–60: needs to develop more entrepreneurial skills.

A score of 0–35: not yet ready to be an entrepreneur.

5. Ask your instructor where to save your documents. This could be on the school’s network or a flash drive of your own. Name your Word document *FirstnameLastname\_*Activity22-1.docx (e.g., JohnSmith\_Activity22-1.docx).