

Are You An Entrepreneur?

As individuals, entrepreneurs display many diverse traits, but viewed as a group, they share many common attributes. Among the most pronounced are personal “drive” and determination, ability to focus clearly on the task at hand and leadership skills to guide an idea through to completion.

The following guide is based on actual traits of business owners and is intended to help you identify and examine your own entrepreneurial strengths and weaknesses. You are not expected to answer, “yes” to every question, and there is no “*passing*” or “*failing*” grade. Rather, these questions are intended to help you **focus** on areas of entrepreneurial skills that you would like to practice, improve, or develop.

So, take some time, preferably where you can be alone, and ask yourself the following questions about your entrepreneurial skills.

1. Are you a self-starter?
2. Are you willing to work long hours?
3. Do you get things done on time?
4. Can you deal with the uncertainty of what your next paycheck, if any, will be?
5. Are you resolute in your strategic decisions – can you stick to them?
6. Can you cope with constant change, frustrations, and problems?
7. Can you give up the stability of nine to five workdays in terms of less family and social time?
8. Can you reason through decisions and strategies?
9. When there is a problem can you react in a timely, decisive manner?
10. Are you used to taking responsibility?
11. Do you trust people?
12. Can you persuade others to your ideas?
13. Are you a good communicator? A good listener?
14. Can you lead people into an unknown future?
15. Do you deal well with people?
16. Are you willing to listen to others? Take advice from others?
17. Can you negotiate well?
18. Do you delegate responsibility well?
19. Do you enjoy a fast pace and change?
20. Are you able to change your strategy when necessary?
21. Is your image professional?
22. What do you know about the business you’re in or are going to be in?
23. Do you have any management experience?
24. How much do you know about your products/services?
25. Have you had any business training?
26. Have you had sales training?

27. Do you know accounting and finance?
28. Do you know your weaknesses?
29. Are you starting or building this business with others who compensate for your weaknesses?
30. If it becomes necessary, are you willing to give up control of the business in order to ensure its success (for example, to obtain financing)?

Have you identified areas in which you need more information or training? If so, contact the Grayson [SBDC](#) and ask about our [upcoming training](#) and free confidential counseling services.