

Statement	Response
10. I enjoy being extroverted and building relationships with many people who are potential business partners or alliances.	_____
11. My siblings or other relatives noticed my capitalist tendencies when I was younger-- if there was something to be sold, I tried to sell it.	_____
12. I have always been really interested in hearing the stories of highly successful businesspeople including how they came to be so successful.	_____
13. In high school or college, I took several classes in entrepreneurial studies or I took classes with the specific thought in mind about how they could benefit my future business.	_____
14. I remember some key moments in my youth when I became excited about the idea of being an entrepreneur.	_____
15. I have never been able to feel satisfied without having my own business or some form of entrepreneurship.	_____
16. People have frequently told me things like, "that is such a great business idea, you should really do that!"	_____
17. When I think about not being able to pursue my business ideas at any point in time, I think I would never be happy if I could not.	_____
18. It is typical for me to think that I naturally have what it takes to be a successful entrepreneur.	_____
19. I can see traces of business savvy and interest dating back to my youth.	_____
20. My parents have many interesting and sometimes funny stories to tell about my childhood entrepreneurship ventures.	_____
21. When I was in college, I actively sought out internships or other opportunities to talk with and learn from small business owners.	_____
22. I would be very happy to run my own business and turn some of my small business dreams into reality.	_____
23. My work associates have told me that I am really best suited to small business ownership because of my skills in coming up with new business ideas and business plans.	_____
24. I remember a few specific business activities I engaged in during high school or college to make some money and sell a product or service.	_____
25. I frequently talked with friends about businesses we could start together since I had so many ideas.	_____
26. I have been told that when I was a young child, I was always seeking out new experiences and activities	_____
27. I have always known that I am meant to be an entrepreneur at some point in my life.	_____
28. I tend to get enthusiastic and excited whenever I hear small business success stories, especially those where the owner pursued her or his dream to get there	_____

Statement	Response
29. Over the course of my life, I have always been curious and up for a challenge.	_____
30. If I had my choice, I would definitely be in my own business, and I have been working hard to make that happen.	_____

Score Interpretations

Total Score 101-150

This score indicates a high likelihood that you are a born entrepreneur! You are probably someone who has always been interested in and excited by the process of creating an idea and turning it into a revenue-generating product. From a young age, you are someone who came up with a number of business ventures and business plans. You are likely to be creative, risk-taking, and constantly curious about novel situations or opportunities. It is probable that you are independent-minded and adventuresome. You possess the fundamental traits of a born entrepreneur. Chances are good that you will not feel truly fulfilled if you are not actively involved with some form of entrepreneurial venture.

Total Score 51-100

Your score indicates a high likelihood that you have some qualities of a born entrepreneur. While you do not have all of the characteristics of someone who has pursued entrepreneurship from a young age, you certainly possess some. You may have come into your passion for small business later in life or you may have been busy pursuing other career opportunities. Conversely, you may have been more interested in small business ownership and risk-taking when you were younger and are currently seeking more stability. You are likely to be someone who is creative and independent, who has some great business ideas. If you choose to pursue entrepreneurship, get the appropriate support and assistance and dedicate yourself-- you are likely to be a successful entrepreneur.

Total Score 0-50

Your score indicates that it is likely that you are *not* someone who has always shown interest in entrepreneurship. You probably did not do many of the “early entrepreneur activities” like starting your own businesses when you were young. You are likely to be someone who is naturally more inclined towards stability, whereas many entrepreneurs gravitate towards risk and changeability. The fact that you may not have an innate entrepreneurial spirit does not necessarily mean that you could not be highly successful as an entrepreneur. In fact, you could be extremely effective and successful in your own business. It does mean that you may need to work on developing some of these entrepreneurial characteristics by working with a coach or through other means. Building skills that you may not have naturally will help to ease the stress and develop the skills to run your own business most effectively.

Disclaimer: This assessment is not intended to provide a psychological or psychiatric diagnosis and your completion of the test does not indicate a professional counseling or coaching relationship with the creators or administrators of the test.

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