

## Are You Ready to Start a Business?

Please place your identifier  
in this space:

### Part One: General Questions

Please place a "1" in the appropriate answer box for each question. Total the number of "Yes" and "No" responses separately in the corresponding "Total" boxes.

Question	Yes	No
1. Do you think you are ready to start a business?		
2. Have you ever worked in a business similar to what you are planning to start?		
3. Would people that know you say you are well suited to be self-employed?		
4. Do you have support for your business from family and friends?		
5. Have you ever taken a course or seminar designed to teach you how to start and manage a small business?		
6. Have you discussed your business idea, business plan or proposed business with a business coach or counselor, such as a faculty advisor, SCORE counselor, Small Business Development Center counselor or other economic development advisor?		
7. Do you have a family member or relative who owns a business?		
<b>Sub-Total</b>		
	<b>x 1</b>	<b>x3</b>
<b>Total</b>		

### Part Two: Personal Characteristics

Please place the number that corresponds to the statement that best describes you for each question in the space provided.

#### A. Are you a self-starter? \_\_\_\_\_

1. I do things on my own. Nobody has to tell me to get going.
2. If someone gets me started, I keep going all right.
3. Easy does it. I don't put myself out until I have to.

#### B. How do you feel about other people? \_\_\_\_\_

1. I like people. I can get along with just about anyone.
2. I have plenty of friends; I don't need anyone else.
3. Most people irritate me.

#### C. Can you lead others? \_\_\_\_\_

1. I can get most people to go along when I start something.
2. I can give the orders if someone tells me what we should do.
- 3.
4. I let someone else get things moving; then I go along if I feel like it.

**D. Can you take responsibility?** \_\_\_\_\_

1. I like to take charge of things and see them through.
2. I'll take over if I have to, but I'd rather let someone else be responsible.
3. There's always some eager beaver around wanting to show how smart he is. I say let him.

**E. How good an organizer are you?** \_\_\_\_\_

1. I like to have a plan before I start. I'm usually the one to get things lined up when the group wants to do something.
2. I do all right unless things get too confused; then I quit.
3. I get all set and then something comes along and presents too many problems. So I just take things as they come.

**F. How good a worker are you?** \_\_\_\_\_

1. I can keep going as long as I need to. I don't mind working hard for something I want.
2. I'll work hard for a while, but when I've had enough, that's it.
3. I can't see that hard work gets you anywhere.

**G. Can you make decisions?** \_\_\_\_\_

1. I can make up my mind in a hurry if I have to. It usually turns out okay, too.
2. I can if I have plenty of time. If I have to make up my mind fast, I think later that I should have decided the other way.
3. I don't like to be the one to decide things.

**H. Can people trust what you say?** \_\_\_\_\_

1. You bet they can. I don't say things I don't mean.
2. I try to be on the level most of the time, but sometimes I just say what is easiest.
3. Why bother if the other person doesn't know the difference?

**I. Can you stick with it?** \_\_\_\_\_

1. If I make up my mind to do something, I don't let anything stop me.
2. I usually finish what I start-if it goes well.
3. If it doesn't go right immediately, I quit. Why beat my brains out?

**J. How good is your health?** \_\_\_\_\_

1. I never run down!
2. I have enough energy for most things I want to do.
3. I run out of energy sooner than most of my friends.

	Response		
	1	2	3
Step 1: Number of Responses			
Step 2: Multiply Response by Number of Responses			
Step 3: Add up Step 2			

### Part 3: Skills, Experience and Training

Please place a "1" in the appropriate answer box for each question. Total the number of "Yes" and "No" responses separately in the corresponding "Total" boxes.

Questions	Yes	No
Do you know and understand the components of a business plan?		
Do you know why some consider business planning to be the most important factor determining business success?		
Do you know why small business loans are considered more risky than loans made to large businesses?		
Do you know about the various loan programs that are available from banks in your area and the US Small Business Administration?		
Do you understand how a business loan can impact your credit?		
Do you know how to prepare and/or interpret a balance sheet, income statement and cash flow statement?		
<b>Do you have a good idea of what kind and are you seriously considering starting your own business?</b> <i>If yes, answer the remaining questions based on that business idea. If no, answer based on your general business knowledge.</i>	N/A	N/A
Do you have a business plan for the business you are planning to start?	N/A	N/A
Do you know what form of legal ownership (sole proprietor, partnership or corporation) is best for a (your) particular business?		
Do you know or how to find out if a (your) business will require a special license or permit and how to obtain it?		
Do you know where to find demographic data and information about (your) customers?		
Do you know how to compute the financial "break-even point" for a (your) business?		
Do you know how to compute the start-up costs for a (your) business?		
Are you sure how to determine if a (your) planned business fills a specific market need?		
Do you know how to determine a (your) target market?		
Do you understand the general tax requirements associated with a (your) business?		
Do you know how to prepare a marketing strategy for a (your) business?		
Do you know how to learn about (your) business competitors?		
Do you understand or how to determine marketing trends in an (your) industry?		
Do you feel comfortable using a computer or other technology to improve (your) business operations?		
Do you have or know how to plan a payroll process for a (your) business?		
Do you have or know how to plan a customer service strategy for a (your) business?		
Do you know how to obtain an EIN (Employer Identification Number) for a (your) business?		
Do you know when a (your) business should have some form of intellectual property protection?		
Do you know where to obtain information about regulations and compliance requirements that impact a (your) business?		
<b>Sub-Total</b>		
<b>Total</b>		

**Total Score** = \_\_\_\_ (Total Part 1) + \_\_\_\_ (Total Part 2) + \_\_\_\_ (Total Part 3) = \_\_\_\_\_

Based on material from the US Small Business Administration ( <http://www.sba.gov> )