



## Entrepreneurship Quiz

Some people possess an innate enterprising spirit. For others, it is a learned behavior. For still others, the atmosphere which surrounds an entrepreneurial venture may be the source for much frustration. Take the following quiz to find out where you fall in the scope of entrepreneurial aptitude.

**1. What is your present age?**

- a. 21\_30
- b. 31\_40
- c. 41\_50
- d. 51\_or over

**2. You are the \_\_\_\_\_ child in the family.**

- a. Oldest
- b. Middle
- c. Youngest
- d. Other

**3. You are:**

- a. Married
- b. Divorced
- c. Single

**4. Your highest level of education is:**

- a. Some high school
- b. High school diploma
- c. Bachelor's degree
- d. Master's degree
- e. Doctor's degree

**5. Your work career has been:**

- a. Primarily in small business (under 100 employees)
- b. Primarily in medium sized business (100-500 employees)
- c. Primarily in big business (over 500 employees)

**6. Did you operate any business before you were 20?**

- a. Many
- b. A few
- c. None

**7. Have you ever been fired from a job?**

- a. Yes, more than once.
- b. Yes, once.
- c. No.

**8. What is your primary motive in starting a business?**

- a. To make money
- b. I don't like working for someone else
- c. To be famous
- d. As an outlet for excess energy

*good business country!*

**Green County Development Corporation**

N3150 Hwy 81  
Monroe, WI 53566

608-328-9452

[www.GreenCountyFDC.com](http://www.GreenCountyFDC.com)

**9. Your relationship to the parent who provided most of the family's income was:**

- \_\_\_\_\_ a. Strained
- \_\_\_\_\_ b. Comfortable
- \_\_\_\_\_ c. Competitive
- \_\_\_\_\_ d. Nonexistent

**10. If you could choose between working hard or working smart, you would:**

- \_\_\_\_\_ a. Work hard
- \_\_\_\_\_ b. Work smart
- \_\_\_\_\_ c. Both

**11. On whom do or would you rely on for critical management advice?**

- \_\_\_\_\_ a. Internal management teams
- \_\_\_\_\_ b. External management teams
- \_\_\_\_\_ c. External financial professionals
- \_\_\_\_\_ d. No one except myself

**12. If you were at the racetrack, which of these would you bet on?**

- \_\_\_\_\_ a. The daily double – chance to make a killing
- \_\_\_\_\_ b. A 10\_1 shot
- \_\_\_\_\_ c. A 3\_1 shot
- \_\_\_\_\_ d. The 2\_1 favorite

**13. The only ingredient that is both necessary and sufficient for starting a business are:**

- \_\_\_\_\_ a. Money
- \_\_\_\_\_ b. Customers
- \_\_\_\_\_ c. An idea or a product
- \_\_\_\_\_ d. Motivation and hard work

**14. If you were an advanced tennis player and had an opportunity to play a top pro, you would:**

- \_\_\_\_\_ a. Turn it down because he could easily beat you.
- \_\_\_\_\_ b. Accept the challenge but not bet any money on it.
- \_\_\_\_\_ c. Bet a weeks pay that you would win.
- \_\_\_\_\_ d. Get odds, bet a fortune, and try for an upset.

**15. You tend to "fall in love" too quickly with:**

- \_\_\_\_\_ a. New product ideas
- \_\_\_\_\_ b. New employees
- \_\_\_\_\_ c. New manufacturing ideas
- \_\_\_\_\_ d. New financial plans
- \_\_\_\_\_ e. All of the above

**16. Which of the following personality types is best suited to be your right-hand person?**

- \_\_\_\_\_ a. Bright and energetic
- \_\_\_\_\_ b. Bright and lazy
- \_\_\_\_\_ c. Dumb and energetic

**17. You accomplish tasks better because:**

- \_\_\_\_\_ a. You are always on time.
- \_\_\_\_\_ b. You are super organized
- \_\_\_\_\_ c. You keep good records.

**18. You hate to discuss:**

- \_\_\_\_\_ a. Problems involving employees
- \_\_\_\_\_ b. Signing expense accounts
- \_\_\_\_\_ c. New management practices
- \_\_\_\_\_ d. The future of the business

*good business country!*

Green County Development Corporation

N3150 Hwy 81

Monroe, WI 53566

608-328-9452

[www.GreenCountyFDC.com](http://www.GreenCountyFDC.com)

**19. Given a choice, you would prefer:**

- \_\_\_\_\_ a. Rolling dice with a 3\_in\_1 chance of winning  
\_\_\_\_\_ b. Working on a problem with a 1\_in\_3 chance of solving it in the allocated time.

**20. If you could choose from the following competitive professions, it would be:**

- \_\_\_\_\_ a. Professional golf  
\_\_\_\_\_ b. Sales  
\_\_\_\_\_ c. Personnel counseling  
\_\_\_\_\_ d. Teaching

**21. If you had a choice between working with a close friend, and working with a stranger who is an expert in your field, you would choose:**

- \_\_\_\_\_ a. The close friend  
\_\_\_\_\_ b. The expert

**22. You enjoy being with people:**

- \_\_\_\_\_ a. When you have something meaningful to do  
\_\_\_\_\_ b. When you can do something new and different  
\_\_\_\_\_ c. Even when you have nothing planned

**23. In business situations that demand action, clarifying who is in charge will help produce results.**

- \_\_\_\_\_ a. Agree  
\_\_\_\_\_ b. Agree, with reservations  
\_\_\_\_\_ c. Disagree

**24. In playing a competitive game you are concerned with:**

- \_\_\_\_\_ a. How well you play  
\_\_\_\_\_ b. Winning or losing  
\_\_\_\_\_ c. Both of the above  
\_\_\_\_\_ d. Neither of the above

**End of Quiz**

**Locate scoring on the following page**

*good business country!*

**Green County Development Corporation**

N3150 Hwy 81

Monroe, WI 53566

608-328-9452

[www.GreenCountyEDC.com](http://www.GreenCountyEDC.com)



## Scoring

The scoring is weighted to determine your Entrepreneurial Profile. Add up the points by the items you've answered in each of the questions and look at the bottom page to see how you stack up against a sample of entrepreneurs.

- |                               |                               |                                     |                                     |                               |                                  |
|-------------------------------|-------------------------------|-------------------------------------|-------------------------------------|-------------------------------|----------------------------------|
| 1. a=8<br>b=10<br>c=5<br>d=2  | 2. a=15<br>b=2<br>c=0<br>d=0  | 3. a=10<br>b=2<br>c=2               | 4. a=2<br>b=3<br>c=10<br>d=8<br>e=4 | 5. a=10<br>b=5<br>c=0         | 6. a=10<br>b=7<br>c=0            |
| 7. a=10<br>b=7<br>c=0         | 8. a=0<br>b=15<br>c=0<br>d=0  | 9. a=10<br>b=5<br>c=10<br>d=5       | 10. a=0<br>b=5<br>c=10              | 11. a=0<br>b=10<br>c=0<br>d=5 | 12. a=0<br>b=2<br>c=10<br>d=3    |
| 13. a=0<br>b=10<br>c=0<br>d=0 | 14. a=0<br>b=10<br>c=3<br>d=0 | 15. a=5<br>b=5<br>c=5<br>d=<br>e=15 | 16. a=2<br>b=10<br>c=0              | 17. a=5<br>b=15<br>c=5        | 18. a=8<br>b=10<br>c=15<br>5 d=0 |
| 19. a=0<br>b=15               | 20. a=3<br>b=10<br>c=0<br>d=0 | 21. a=0<br>b=10                     | 22. a=3<br>b=3<br>c=10              | 23. a=10<br>b=2<br>c=0        | 24. a=8<br>b=10<br>c=15<br>d=0   |

### Total Score

**220-270** *Successful Entrepreneur.* Someone who starts multiple businesses successfully.

**185-219** *Entrepreneur.* Starts one business successfully.

**170-184** *Latent Entrepreneur.* Always wanted to start a business.

**155-169** *Potential Entrepreneur.* Has the ability to but has not started thinking about starting a business yet.

**140-154** *Borderline Entrepreneur.* No qualifications but still in the running. This individual would need a lot of training to succeed.

**Below 138** *Hired Hand*

*good business country!*

Green County Development Corporation

N3150 Hwy 81

Monroe, WI 53566

608-328-9452

[www.GreenCountyFDC.com](http://www.GreenCountyFDC.com)