

**SMALL-BUSINESS APTITUDE TEST**

After reading each question, simply circle your numerical response or write it down on a separate sheet of paper.

1. In the games that you play, do you play harder when you fall behind, or do you have a tendency to fold your cards and cut your losses? (5 if you play harder, 1 if you wilt under pressure)

5      4      3      2      1

2. When you go to a sports event or concert, do you try to figure out the promoter's or the owner's gross revenues? (5 if you often do, 1 if you never do)

5      4      3      2      1

3. When things take a serious turn for the worse, is your first impulse to look for someone to blame, or is it to look for alternatives and solutions? (5 if you look for alternatives and solutions, 1 if you complain)

5      4      3      2      1

4. Using your friends and/or coworkers as a barometer, how would you rate your energy level? (5 if it is high, 1 if it is low)

5      4      3      2      1

5. Do you daydream about business opportunities while commuting to work, flying on an airplane, waiting in the doctor's office, or other quiet times? (5 if you often do, 1 if you never do)

5      4      3      2      1

6. Look back on the significant changes you've made in your life — schools, jobs, relocations, relationships. Have you fretted and worried about those changes and not acted, or have you looked forward to them with excitement and been able to make those tough decisions after doing some research? (5 if you looked forward to the decisions and tackled them after doing your homework, 1 if you've been overwhelmed with worry about them and paralyzed from action for too long)

5      4      3      2      1

7. Is your first consideration of any opportunity always the upside or is it always the downside? (5 if you always see the upside and recognize the risks, 1 if you dwell on the downside to the exclusion of considering the benefits)

5      4      3      2      1

8. Are you happiest when you are busy or when you have nothing to do? (5 if you are always happiest when busy, 1 if you are always happiest when you have nothing to do)

5      4      3      2      1

9. As an older child or young adult, did you often have a job or a scheme or an idea to make money? (5 if always, 1 if never)

5 4 3 2 1

10. Did you work part-time or summer jobs as a youth, or did you do nothing over the summer? (5 if you often worked, 1 if you never did)

5 4 3 2 1

11. Did your parents own a small business? (5 if they worked many years owning small businesses, 1 if they never did)

5 4 3 2 1

12. Have you worked for a small business for more than one year? (5 if you have, 1 if you haven't)

5 4 3 2 1

13. Do you like being in charge, in control, and at the center of attention? (5 if you really crave those things, 1 if you detest those things)

5 4 3 2 1

14. How comfortable are you with borrowing money to finance an investment, such as buying a home? (5 if owing money is not a problem, 1 if it's a huge problem)

5 4 3 2 1

15. How creative are you? (5 if extremely creative, 1 if not creative at all)

5 4 3 2 1

16. Do you have to balance your checkbook to the penny or is "close" good enough? (5 if "close" is good enough, 1 if to the penny)

5 4 3 2 1

17. When you fail at a project or task, does it scar you forever or does it inspire you to do it better the next time? (5 if it inspires you for the next time, 1 if it scars you forever)

5 4 3 2 1

18. When you truly believe in something, whether it's an idea, a product, or a service, are you able to sell? (5 if almost always, 1 if never)

5 4 3 2 1

19. In your current social and business environment, are you most often a follower or a leader? (5 if almost always a leader, 1 if always a follower)

5 4 3 2 1

20. How good are you at achieving/keeping your New Year's resolutions? (5 if you almost always achieve/keep them, 1 if you never do)

5 4 3 2 1

Now total your score. Here's how to assess your totals:

**80 to 100:** Go for it. If you read this book and continue to show a willingness to be a sponge, you should succeed!

**60 to 79:** You probably have what it takes to successfully run your own business, but take some time to look back over the questions you scored the lowest on and see if you can discern any trends.

**40 to 59:** Too close to call. Review the questions on which you scored poorly and don't scrimp on learning more to tilt the scales in your favor.

**0 to 39:** We could be wrong, but you're probably better off working as an employee or pursuing one of the other alternatives to starting your own business.