



## Imaging You! Consulting

### Entrepreneurial Aptitude Test

**Purpose:** This is an aptitude test to determine whether one's personality is suited for becoming an entrepreneur.

*(For best use, please print this document out and complete it)*

1. Are you a self-starter?

Yes	No
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2. Did you grow up in a family of entrepreneurs or do you have close association with business owners in your social circles?

Yes	No
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3. Does your spouse support your pursuit of entrepreneurship?

Yes	No
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4. Do you wish to be your own boss instead of another's employee?

Yes	No
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5. Do you have experience managing others whether in a paid or volunteer situation?

Yes	No
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6. Do you believe you chart your own life & professional journey?

Yes	No
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7. Are you adept at and comfortable with making sales?

Yes	No
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8. Do other people seek you out to offer advice, input or guidance?

Yes	No
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9. Do you have a thick skin – can you handle being told 'no' and bounce back easily?

Yes	No
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10. Do you give others praise for their good ideas and can you easily consider and implement other's ideas over your own?

Yes	No
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11. Are you accepting of advice and guidance from a mentor or some form of advisory group's if it differs from your convictions?

Yes	No
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12. Are you seen as a 'leader' in any circle?

Yes	No
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**13. Are you valued by others and considered overall positive?**

Yes	No
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**14. Are you an organized person – do you prioritize well?**

Yes	No
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**15. Are you willing to invest more than 40 hours a week if necessary to build your business?**

Yes	No
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**16. Do you feel there is a level beyond where you are currently career-wise and, if so, do you want to go to that 'next' level?**

Yes	No
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**17. Do you have an idea for a business you could start and background experience in that same field?**

Yes	No
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**18. Do you set, write and review goals and achievement marks often?**

Yes	No
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**19. Are you aware of your strengths and weaknesses in regard to marketing and other business matters?**

Yes	No
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**20. If you answered Yes to Question #17, would you be willing to hire someone with more business experience than yourself or who possessed the strengths to your weaknesses?**

Yes	No
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**21. Can you confidently delegate critical responsibilities to others?**

Yes	No
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**22. Do you have financial resource that will accommodate your financial needs for up to 18 months if necessary?**

Yes	No
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**23. Are you willing to take financial risk and risk that could affect your current lifestyle?**

Yes	No
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**24. Do you like to read and learn new knowledge?**

Yes	No
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**25. Can you comfortably chart a goals for your life that covers the next 5 to 10 years and stick to a plan to reach them?**

Yes	No
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### **Evaluating the results**

Value for each check: Yes = 4 No = 2

Multiply total checks in both columns by the value for that column

Total checks in each column: Yes \_\_\_\_ x 4 = \_\_\_\_ & No \_\_\_\_ x 2 = \_\_\_\_  
**Your Total Entrepreneurial Aptitude SCORE (add both numbers) \_\_\_\_**  
**(I.e., Yes 18 x 4 = 72 & No 5 x 2 = 10 Total Score: 82)**

Evaluation of results:

- ❖ **If you scored between 100 and 81, you show strong aptitude for being in business for yourself.**
- ❖ **If you scored between 80 and 61, you have potential but may want to improve your skills and aptitude by seeking training or hiring a business coach (I recommend *Imagine You!!!!*) for guidance.**
- ❖ **If you scored between 60 and 51, you may not want to start a business alone. You should really consider finding a business partner who compliments the areas of your weakness. Do your research and be sure of this process however. Taking on a business partner is a sensitive as if you were marrying some.**
- ❖ **If you scored below 50, business ownership may not be ideal for you at this time. Employing your skills in the form of a job to another individual or company may be best for you right now – however, this is a decision that only you can make.**

In any case, starting a business is scary ‘business’ and not a process easily done alone. To save yourself time, money, and heartache, I suggest a conversation with someone whose “been there, done that.” Therefore I encourage you to schedule a consultation with me via my website, [www.imagineyouconsulting.com](http://www.imagineyouconsulting.com), to talk about next steps in the process to make sure you get off on a good start, God willing.

**Disclaimer:** This Entrepreneurial Aptitude Test asks questions about your personal experience and background, the way you typically react to various business situations and what priorities you assign to areas such as lifestyle issues, free time and family relationships. Our scoring system will then plot the results and compare your responses against known profiles of successful entrepreneurs. The result is not definitive, but rather very subjective. Your answers may reveal that you have traits common to be successful as an entrepreneur, but is no way meant to be taken as a scientific fact that high scores will guarantee your success or low scores prove lack of success in your pursuit of business ownership