

Score 0-79: You **lack** most of the common characteristics and strengths of a successful entrepreneur. Starting a new business would likely be a costly mistake. You need improvement in most, if not all, of the following areas: relationship skills, supervision, sales ability, decision making under uncertainty and stress, developing and listening to a strong support network, attention to administrative details, thinking innovatively, perseverance, or tolerating the risk inherent in a new venture.

Score 80-110: You have **many** of the characteristics and strengths of a successful entrepreneur. You will need improvement in more than one of the following areas: relationship skills, supervision, sales ability, decision making under uncertainty and stress, developing and listening to a strong support network, attention to administrative details, thinking innovatively, perseverance, or tolerating the risk inherent in a new venture.

Use the Answer Key inside to identify the areas you need to enhance.

Score 111-170: You have **most** of the characteristics and strengths of a successful entrepreneur. You may need to improve in one or more of the following areas: relationship skills, supervision, sales ability, decision making under uncertainty and stress, developing and listening to a strong support network, attention to administrative details, thinking innovatively, perseverance, or tolerating the risk inherent in a new venture.

Use the Answer Key inside to identify the area or areas you need to enhance.

Score 171-180: You have **all** the characteristics and strengths of a successful entrepreneur! You excel at relationships, supervision, selling yourself and products or services, decision making under uncertainty and stress, developing and listening to a strong support network, administrative duties, innovation, perseverance, and tolerating the risk inherent in a new venture.

Please refer to the following brochures for further information

Looking for an Idea? Here's How to Find One
Think You have a Business Idea? What's Next?

From Idea to Planning. Developing Your
Business Plan

Presenting a Winning Business Plan

Should I Do This on My Own? Choosing the
Right Business Structure

What is In a Name? Choosing the Right
Business Name

Location, Location, Location. It's All About the
Location

Jane, Jim or Jack? Who is the Right Employee
for You?

Record Keeping Basics



GRENADA INVESTMENT
DEVELOPMENT CORPORATION

PURE BUSINESS

AM I AN

Entrepreneur?



GRENADA INVESTMENT
DEVELOPMENT CORPORATION

PURE BUSINESS

Business Development Centre

Frequente Industrial Park

Frequente, St. George's, Grenada

Phone: 473-444-1033-40 Fax: 473-444-4828

E-mail: gbdc@grenadaidc.com/nruffin@grenadaidc.com

www.grenadaworld.com



ENTREPRENEUR'S QUIZ

Take the following quiz to see if you have the qualities exemplified by effective entrepreneurs. Keep in mind that this quiz only provides general guidelines and all kinds of individuals succeed in starting profitable businesses, even against apparently insurmountable odds.

Complete this quiz by ticking the check box next to each statement that most closely matches how you (honestly) feel:



ANALYSE YOUR ANSWERS

Ticking “Neutral,” “Disagree,” or “Strongly Disagree” on questions in the quiz earns you 4, 2, and 0 points, respectively. Ticking “Agree” and “Strongly Agree” scores 6 or 10 points, respectively. Low points indicate potential weaknesses and High points indicate strengths. To identify the specific area or areas that may need enhancement, match your quiz answers with the following question categories (e.g., if you answered “Neutral,” “Disagree” or “Strongly Disagree” to Questions 2 through 4, you likely need to improve your supervisory skills.

	Question	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree
1	I enjoy working with other people	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2	I can easily delegate work to people	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3	I enjoy supervising people and monitoring their progress	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4	I have successfully managed group efforts	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5	I am persuasive when pitching new ideas to a group	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6	I am persuasive when selling a product or service	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7	I foresee opportunities and threats in uncertain situations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8	I enjoy the challenges involved in solving a tough problem	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
9	I enjoy dealing with new ideas and situations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10	I have a supportive network of friends, family and advisers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
11	I am flexible and able to take advice	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
12	I keep detailed and accurate records	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
13	I am good at organizing things and seeing tasks to completion	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
14	I see an almost limitless number of ways of making money	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
15	When I set goals, I stay with them, regardless of obstacles	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
16	It is important to me to make a mark in this life	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
17	I am prepared to take risks where other people hesitate	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
18	I have confidence in my own abilities	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Note: Source of information: www.donbarker.com/quiz/

ANSWER KEYS

Question 1 measures relationship skills

Questions 2 through 4 assess supervisory skills

Questions 5 and 6 measure sales ability

Questions 7 through 9 assess decision making under uncertainty and stress

Questions 10 and 11 measure the development of and ability to listen to a strong support network

Questions 12 and 13 assess attention to administrative details

Question 14 measures the ability to think innovatively

Questions 15 and 16 assess perseverance

Questions 17 and 18 measure tolerance to the risk inherent in a new venture

To assess your score, please see the reverse of the brochure.