



Business Owner Success Traits Assessment

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Name: _____ **Email** _____

Directions: Complete the 50 questions "Yes/No" quiz below. Be sure to answer ALL questions. DO NOT spend a lot of time coming up with each response. Go with your first reaction.

This is not set up to be statistically significant. It is (or can be) fun and revealing. Enjoy!

1. I take personal responsibility for my actions.	<input type="checkbox"/> Yes <input type="checkbox"/> No
2. I look for feedback for my actions but do not need it.	<input type="checkbox"/> Yes <input type="checkbox"/> No
3. I prefer to use friends for critical advice.	<input type="checkbox"/> Yes <input type="checkbox"/> No
4. To be successful in business you need an overabundance of money.	<input type="checkbox"/> Yes <input type="checkbox"/> No
5. I want to start a business because I cannot work for someone else.	<input type="checkbox"/> Yes <input type="checkbox"/> No
6. I had a little business as a teenager or earlier (selling papers, lemonade, lawn services, etc.)	<input type="checkbox"/> Yes <input type="checkbox"/> No
7. I am decisive.	<input type="checkbox"/> Yes <input type="checkbox"/> No
8. I am best as a doer.	<input type="checkbox"/> Yes <input type="checkbox"/> No
9. I am adventurous.	<input type="checkbox"/> Yes <input type="checkbox"/> No
10. I am primarily a problem solver.	<input type="checkbox"/> Yes <input type="checkbox"/> No
11. I try to find creative or innovative ways to solve problems.	<input type="checkbox"/> Yes <input type="checkbox"/> No
12. I try to do better than other people with the same job or task.	<input type="checkbox"/> Yes <input type="checkbox"/> No
13. I try to exceed my own goals or standards.	<input type="checkbox"/> Yes <input type="checkbox"/> No
14. I am very concerned about career advancement.	<input type="checkbox"/> Yes <input type="checkbox"/> No
15. I prefer to be recognized for my unique accomplishments.	<input type="checkbox"/> Yes <input type="checkbox"/> No
16. I prefer to work with others.	<input type="checkbox"/> Yes <input type="checkbox"/> No
17. I feel comfortable giving directions to others.	<input type="checkbox"/> Yes <input type="checkbox"/> No
18. I am more concerned with my task than if people like me.	<input type="checkbox"/> Yes <input type="checkbox"/> No
19. I like to work alone.	<input type="checkbox"/> Yes <input type="checkbox"/> No
20. I seek approval from others.	<input type="checkbox"/> Yes <input type="checkbox"/> No
21. I take an active role in the organizations I belong to.	<input type="checkbox"/> Yes <input type="checkbox"/> No
22. I collect expensive objects or try to join organizations that are prestigious.	<input type="checkbox"/> Yes <input type="checkbox"/> No
23. I try to help others without being asked.	<input type="checkbox"/> Yes <input type="checkbox"/> No
24. I know and speak with key officials and organizations in the local community.	<input type="checkbox"/> Yes <input type="checkbox"/> No
25. I like to plan ahead.	<input type="checkbox"/> Yes <input type="checkbox"/> No

26. I prefer to work with my head instead of my hands.	<input type="checkbox"/> Yes <input type="checkbox"/> No
27. I have will power and self-discipline.	<input type="checkbox"/> Yes <input type="checkbox"/> No
28. I get things done on time usually.	<input type="checkbox"/> Yes <input type="checkbox"/> No
29. I have confidence in the job and myself.	<input type="checkbox"/> Yes <input type="checkbox"/> No
30. I am versatile and adaptable.	<input type="checkbox"/> Yes <input type="checkbox"/> No
31. I have good common sense.	<input type="checkbox"/> Yes <input type="checkbox"/> No
32. Making money is the most important thing to me.	<input type="checkbox"/> Yes <input type="checkbox"/> No
33. I am ethical and honest.	<input type="checkbox"/> Yes <input type="checkbox"/> No
34. I want something to be perfect before I consider it finished enough for a customer.	<input type="checkbox"/> Yes <input type="checkbox"/> No
35. I am impatient and do not like to wait.	<input type="checkbox"/> Yes <input type="checkbox"/> No
36. I am energetic and in good health.	<input type="checkbox"/> Yes <input type="checkbox"/> No
37. I am good with numbers.	<input type="checkbox"/> Yes <input type="checkbox"/> No
38. I am good with people.	<input type="checkbox"/> Yes <input type="checkbox"/> No
39. I prefer to work with professionals in areas in which I am unfamiliar.	<input type="checkbox"/> Yes <input type="checkbox"/> No
40. I feel comfortable looking for money to start and run my business.	<input type="checkbox"/> Yes <input type="checkbox"/> No
41. I like to listen to others but then I want to decide what to do.	<input type="checkbox"/> Yes <input type="checkbox"/> No
42. I prefer to be around powerful people.	<input type="checkbox"/> Yes <input type="checkbox"/> No
43. I think planning is a waste of time.	<input type="checkbox"/> Yes <input type="checkbox"/> No
44. I consider myself to be a rebel when it comes to how I do business.	<input type="checkbox"/> Yes <input type="checkbox"/> No
45. I believe there is a right way and wrong way of doing things.	<input type="checkbox"/> Yes <input type="checkbox"/> No
46. I think people should just jump in and try something – they should not need a lot of training.	<input type="checkbox"/> Yes <input type="checkbox"/> No
47. I prefer to be creative so I do not have to do the same things over and over the same way.	<input type="checkbox"/> Yes <input type="checkbox"/> No
48. I think it is important to think through how a decision is going to impact other areas of my business before I take action.	<input type="checkbox"/> Yes <input type="checkbox"/> No
49. I like to do everything fast.	<input type="checkbox"/> Yes <input type="checkbox"/> No
50. I manage my time well.	<input type="checkbox"/> Yes <input type="checkbox"/> No