

## Test: Are you an entrepreneurial type?

The following personality tests will give an indication as to whether you are an entrepreneurial type. This is one of the many ways in which you can find out whether you are suited to self-employment.

Choose one of the possible responses to each question.

### Training and experience

Does your professional training (practical experience) correspond to the branch in which you wish to work on a self-employed basis?

- |                |                          |          |
|----------------|--------------------------|----------|
| Yes absolutely | <input type="checkbox"/> | 2 points |
| Only partially | <input type="checkbox"/> | 1 point  |
| No             | <input type="checkbox"/> | 0 points |

Have you already obtained management experience during your professional career? In other words, have you had to organize and supervise the work of employees?

- |   |                          |          |
|---|--------------------------|----------|
| Yes, several years of management experience   | <input type="checkbox"/> | 2 points |
| Maximum of two years of management experience | <input type="checkbox"/> | 1 point  |
| No management experience                      | <input type="checkbox"/> | 0 points |

Have you completed well-founded professional managerial training and/or do you have corresponding experience?

- |                                    |                          |          |
|------------------------------------|--------------------------|----------|
| Yes, I am highly qualified         | <input type="checkbox"/> | 2 points |
| Yes, I am sufficiently qualified   | <input type="checkbox"/> | 1 point  |
| No relevant training or experience | <input type="checkbox"/> | 0 points |

How much marketing experience have you obtained to date?

- |   |                          |          |
|---|--------------------------|----------|
| Several years of marketing experience   | <input type="checkbox"/> | 2 points |
| Up to two years of marketing experience | <input type="checkbox"/> | 1 point  |
| Little or no marketing experience       | <input type="checkbox"/> | 0 points |

### Commitment

Are you prepared to work for 60 hours or more per week during the first few years at least?

- |                          |                          |          |
|--------------------------|--------------------------|----------|
| Yes absolutely           | <input type="checkbox"/> | 2 points |
| With certain limitations | <input type="checkbox"/> | 1 point  |
| Absolutely not           | <input type="checkbox"/> | 0 points |

Is your family prepared to offer you the necessary support?

- |                |                          |          |
|----------------|--------------------------|----------|
| Yes absolutely | <input type="checkbox"/> | 2 points |
| Yes possibly   | <input type="checkbox"/> | 1 point  |
| Absolutely not | <input type="checkbox"/> | 0 points |

Are you prepared to risk not earning a regular, stable income during this period?

- |                  |                          |          |
|------------------|--------------------------|----------|
| Yes absolutely   | <input type="checkbox"/> | 2 points |
| Yes possibly     | <input type="checkbox"/> | 1 point  |
| Only reluctantly | <input type="checkbox"/> | 0 points |

### **Fitness/handling stress**

Have you been completely physically fit and productive during the past three years?

- |   |                          |          |
|---|--------------------------|----------|
| I have hardly ever been ill                 | <input type="checkbox"/> | 2 points |
| I have only been ill occasionally           | <input type="checkbox"/> | 1 point  |
| I have been ill frequently/for long periods | <input type="checkbox"/> | 0 points |

Are you able to deal with long-term stress situations? Do you not avoid such situations but instead try to deal with the necessary problems?

- |                               |                          |          |
|-------------------------------|--------------------------|----------|
| Yes, in the majority of cases | <input type="checkbox"/> | 2 points |
| Yes generally                 | <input type="checkbox"/> | 1 point  |
| Only to a very limited degree | <input type="checkbox"/> | 0 points |

Have you been accustomed in the past to setting your own goals and pursuing them independently without pressure from superiors?

- |                           |                          |          |
|---------------------------|--------------------------|----------|
| Yes, very frequently      | <input type="checkbox"/> | 2 points |
| Sometimes                 | <input type="checkbox"/> | 1 point  |
| Only in exceptional cases | <input type="checkbox"/> | 0 points |

### **Readiness/ability to take risks**

Do you have a financial buffer so that you could become self-employed without being totally dependent on banks or other lenders?

- |                            |                          |          |
|----------------------------|--------------------------|----------|
| Yes absolutely             | <input type="checkbox"/> | 2 points |
| Yes, with some limitations | <input type="checkbox"/> | 1 point  |
| No                         | <input type="checkbox"/> | 0 points |

Is your partner able to cover your joint living expenses, or do you have other secure sources of income?

- |                            |                          |          |
|----------------------------|--------------------------|----------|
| Yes definitely             | <input type="checkbox"/> | 2 points |
| Yes, with some limitations | <input type="checkbox"/> | 1 point  |
| No                         | <input type="checkbox"/> | 0 points |

What are your opportunities for promotion and salary increases like with your employer and for you in general as an employee?

- |               |                          |          |
|---------------|--------------------------|----------|
| Not very good | <input type="checkbox"/> | 2 points |
| Average       | <input type="checkbox"/> | 1 point  |
| Very good     | <input type="checkbox"/> | 0 points |

Do you think you would be able to sleep at night if you were self-employed, considering the potential insecurities of being an entrepreneur?

- |                               |                          |          |
|-------------------------------|--------------------------|----------|
| I see no reason to worry      | <input type="checkbox"/> | 2 points |
| I would learn to live with it | <input type="checkbox"/> | 1 point  |
| I am unsure                   | <input type="checkbox"/> | 0 points |

Does your partner have a positive attitude towards self-employment, and is he/she prepared to support you in your start-up activities during the first few years?

- |                             |                          |          |
|-----------------------------|--------------------------|----------|
| Yes absolutely              | <input type="checkbox"/> | 2 points |
| Yes, to a certain extent    | <input type="checkbox"/> | 1 point  |
| Not really                  | <input type="checkbox"/> | 0 points |
| Single/no permanent partner | <input type="checkbox"/> | 1 point  |

### **Evaluation and interpretation of the test**

Add together your points and refer to the corresponding evaluation below:

#### **0 to 14 points**

You should reconsider whether you really want to work on a self-employed basis or whether your personality is better suited to being employed in a working environment.

#### **15 to 20 points**

The result is not clear for you. It is not sufficiently clear whether you would work better as an employee or on a self-employed basis. Try to find further information and speak to as many people as possible in your entourage on the subject.

#### **21 to 30 points**

You are making the right decision to consider self-employment both from an emotional and practical point of view. It is clear that you fulfil the requirements for self-employment on a personal level and in view of your social context.

Source: Prof.Dr.Heinz Klandt, Chair of Entrepreneurship, European Business School (ebs), International University