

Do You Have What It Takes?

Starting a business is risky at best, but your chances of succeeding will be improved if you understand the problems you're likely to encounter and have them worked out before you start. The first question you need to answer is about yourself: Do you have what it takes? The following questions will help you evaluate your qualifications.

- 1. Are you a self-starter?**
I do things on my own. Nobody has to tell me what to do.
If someone gets me started, I follow through well enough
Easy does it. I don't put myself out until I have to.
- 2. How do you feel about other people?**
I like people and can get along with just about anyone.
I have plenty of friends; I don't need anyone else.
Most people irritate me.
- 3. Can you lead others?**
I can get most people to go along when I initiate something.
I can give the orders if someone tells me what we should do.
I let someone else get things moving; then I take part if I like it.
- 4. Can you take responsibility?**
I like to take charge of things and see them through.
I'll take over if I have to but would rather let someone else be responsible.
There's always some eager beaver around wanting to show how smart he is. I say let him.
- 5. How good an organizer are you?**
I like to have a plan before I start. I'm usually the organizer when the group wants to do something.
I'm fine unless things get too confusing; then I quit.
Something usually occurs that presents too many problems. So, I just take things as they come.
- 6. How good a worker are you?**
I can stay motivated as long as I need to. I don't mind working hard for something I want.
I'll work hard for a while, but when I've had enough, that's it.
I can't see that hard work gets you anywhere.
- 7. Can you make decisions?**
I can make up my mind in a hurry if I have to. It usually turns out fine, too.
If I have to make up my mind quickly, I later think that I should have decided the other way.
I don't like to be the one to decide things.
- 8. Can people trust you?**
You bet they can. I don't say things I don't mean.
I try to be on the level most of the time, but sometimes I just say what is easiest.
- 9. Can you stick with it?**
If I make up my mind to do something, I don't let anything get in the way.
I usually finish what I start — if it goes well.
If things don't go right immediately, I quit. Why beat my brains out?
- 10. How good is your health?**
I never run down!
I have enough energy for most of the things I want to do.
I run out of energy sooner than most of my friends.

Total the number of checks you have next to the first, second and third answers. If most of your checks are beside the first answer, you probably have the skills needed to run a business. If not, you're likely to encounter more trouble than you can handle by yourself. It would be advisable to find a partner who is strong in the areas where you are weak. If many of your checks are beside the third answer, then a good partner will not be able to shore you up.