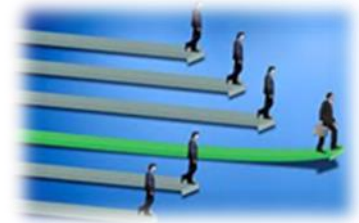


ENTREPRENEURIAL APTITUDE

We hope you will have completed Module 1 to help in your personal development and goals.

Entrepreneurs are people who look for opportunities, are willing to try something new and who are persistent in their efforts to make progress, which often involves risk of failure. These are key personal attitudes which can help ensure a trading activity can be successfully started and grown. Such people often move ahead more quickly than others!



(Note: Failure is only bad if you learn nothing from it! Most of the most successful business entrepreneurs have failed, some many times but they kept on trying!)

When thinking of starting a business, it is important to consider carefully if you have personal characteristics that will help you to be successful. This list of 20 questions should help you and it would also be helpful if, after you have completed this appraisal if you asked someone who knows you well if they agree with your appraisal

Name:.....

Please enter your honest view of yourself in these 20 questions:

0 = this is not me not at all to 10 = very confident this is me

- I know my personal strengths and weaknesses
- I welcome change and new opportunities in life
- I always finish what I start
- I like meeting new people and get on well with them
- I like being creative in making or doing things
- I like learning from others with more experience

- I enjoy helping others
- I am not afraid of hard work and long hours
- I have a realistic and 'common sense' approach to problems
- I am not afraid to make decisions, even if I make mistakes
- I can take criticism. I adjust, if necessary, but keep going
- When I know I am right I like to try and convince others
- I am in good health and generally keep myself fit
- I am enthusiastic and like to enthuse others
- I can do many things at once and can solve problems quickly
- I like to keep busy every day
- I am a good organizer and like planning what I do
- I like to achieve things, even when others say its too difficult
- I will do whatever I can to make a success of my life
- I am patient and tolerant of others when they disagree with me

TOTAL SCORE

Your total score reflects your entrepreneurial potential, that is your ability to bring about positive change for your benefit and/or the benefit of others

If your score is higher than 100 you may well have the potential to start your own business.

The basis of entrepreneurial action to start an income generating activity are

<u>1</u>		<u>2</u>		<u>3</u>		<u>4</u>		<u>5</u>		<u>6</u>
your passion or passions	+	your strengths and your preferred working style	+	some research	+	shape it all into something that people want	+	time to grow and develop	=	your new career or business, your independence and security

We recommend you take our downloadable enterprise training and planning programmes to give you more insights into what is involved in starting your own business. This might best be done through our *Workstart Self Help Group* programme

NOTE

Not everyone has the abilities needed to develop their own successful income generating activity. If your score was much lower than 100 you might be best at and prefer to find paid work, which can be very difficult in many areas - or you may feel able to produce agricultural produce, art or craft products for someone else to sell for you, to give you some income, which might be done through a Community Trading Association or Cooperative

It could be helpful for you to study our training modules on *Finding Paid Work* and *Work Experience*

