

WHAT'S YOUR ENTREPRENEURIAL QUOTIENT?

1. Did your parents immigrate to the United States? Yes No
2. Were you a top student in school? Yes No
3. Did you enjoy participating in group activities in school, such as clubs, team sports or double dates? Yes No
4. Did you prefer to be alone as a youngster? Yes No
5. Did you run for office at school or initiate enterprises at an early age, such as lemonade stands, family newspapers or greeting card sales? Yes No
6. Were you a stubborn child? Yes No
7. Were you cautious as a youngster? Yes No
8. Were you daring and adventurous? Yes No
9. Do the opinions of others matter a lot to you? Yes No
10. Would changing your daily routine be an important motivator for starting your own business? Yes No
11. You might really enjoy work, but are you willing to work overnight? Yes No
12. Are you willing to work as long as it takes with little or no sleep to finish a job? Yes No
13. When you complete a project successfully, do you immediately start another? Yes No
14. Are you willing to commit your savings to start a business? Yes No
15. Would you also be willing to borrow from others? Yes No
16. If your business should fail, would you immediately start working on another? Yes No
17. Or would you immediately start looking for a job with a regular paycheck? Yes No
18. Do you believe being an entrepreneur is risky? Yes No
19. Do you put your long and short-term goals in writing? Yes No
20. Do you believe you have the ability to deal with cash flow in a professional manner? Yes No
21. Are you easily bored? Yes No
22. Are you an optimist? Yes No

What's The Score?

1. If yes, score one point; if no, subtract one. Significantly high numbers of entrepreneurs are children of first-generation Americans.
2. If yes, subtract four points; if no, add four. Successful Entrepreneurs are not, as a rule, top achievers in school.
3. If yes, subtract one point; if no, add one. Entrepreneurs are not especially enthusiastic about participating in group activities in school.
4. If yes, add one point; if no, subtract one. Studies of entrepreneurs show that, as youngsters, they often preferred to be alone.
5. If yes, add two points; if no, subtract two. Enterprise usually can be traced to an early age.
6. If yes, add one point; if no, subtract one. Stubbornness as a child seems to translate into determination to do things your own way – a hallmark of successful entrepreneurs.
7. If yes, subtract four points; if no, add four. Caution may involve an unwillingness to take risks, a handicap for those Embarking on previously uncharted territory.
8. If yes, add four points.
9. If yes, subtract one point; if no, add one. Entrepreneurs often have the faith to pursue different paths despite the opinions of others.
10. If yes, add two points; if not, subtract two. Being tired of daily routines often precipitates an entrepreneurial decision to start an enterprise.
11. If yes, add two; if no, subtract six.
12. If yes, add four points.
13. If yes, add two points; if no, subtract two. Entrepreneurs generally enjoy their type of work so much, they move from one project to another – nonstop.
14. If yes, add two points; if no, subtract two. Successful entrepreneurs are willing to use their savings to finance a project.
15. If yes, add two points; if no, subtract two.
16. If yes, add four points; if no, subtract four.
17. If yes, subtract one point.
18. If yes, subtract two points; if no, add two.
19. If yes, add one point; if no, subtract one. Many entrepreneurs make a habit of putting their goals in writing.
20. If yes, add two points; if no, subtract two. Handling cash-flow can be critical to entrepreneurial success.
21. If yes, add two points; if no, subtract two. Entrepreneurial personalities seem to be easily bored.
22. If yes, add two points; if no, subtract two. Optimism can fuel the drive to press for success in uncharted waters.

Smart Tip

Once you understand your own strengths and weaknesses, there are three ways to deal with them: You can either improve your abilities in the areas where you're weak (by taking a class in bookkeeping, for example); hire an employee to handle these aspects of business (for instance, hiring a bookkeeper); or hire a business coach that can show you what you need to know.

- **Determining Your EQ**

A score of 35 or more: You have everything going for you. You have the potential to achieve spectacular entrepreneurial success.

A score of 15 to 34: Your background, skills and talents give you excellent chances for success in your own business. You should go far.

A score of 0 to 14: You have a head start of ability and/or experience in running a business and should be successful in opening an enterprise of your own if you apply yourself and learn the necessary skills to make it happen.

A score of -1 to -15: You might be able to make a go of it if you ventured on your own, but you would have to work extra hard to compensate for a lack of built-in advantages and skills that give others a leg up in beginning their own businesses.

A score of -16 to -43: Your talents probably lie elsewhere. You should consider whether building your own business is what you really want to do because you may find yourself swimming against the tide. Working for a company or for someone else, or developing a career in a profession or an area of technical expertise may be far more congenial to you and allow you to enjoy a lifestyle appropriate to your abilities and interests.

- Quiz provided by Northwestern Mutual Life Insurance Co.