
WHAT'S MY EQ? (ENTREPRENEURIAL QUOTIENT)

Directions: Read each of the following statements carefully and think about a variety of situations in which you are involved every day. Circle the number that describes how you react in most situations at work, school, home, athletics, clubs, and other activities. Each statement relates to a skill or characteristic important to entrepreneurship.

	Rarely	Sometimes	Usually
1. I express myself clearly so that people understand my thoughts and ideas.	1	2	3
2. I make decisions confidently by weighing my options carefully and acting on them quickly.	1	2	3
3. I listen to and consider others' opinions, wants and needs. I try to see their perspective.	1	2	3
4. I'm always looking for different ways to do things and finding new solutions to problems.	1	2	3
5. I enjoy trying new things. I don't worry too much if I fail when trying something new.	1	2	3
6. I tend to plan in advance. I don't usually wait until the last minute to start a project.	1	2	3
7. I have a clear understanding and sense of my personal strengths, weaknesses, and abilities.	1	2	3
8. I know how to handle my money and try to spend it in responsible ways.	1	2	3
9. I believe that I can respond to most situations in an effective manner.	1	2	3
10. I usually manage my tasks in ways that are beneficial to accomplishing my goals.	1	2	3
11. I enjoy talking with others about issues and interests that are important to me.	1	2	3
12. I tend to have a "glass half full" approach to life and expect things to turn out well.	1	2	3
13. In group situations, I am often the person that others look to for guidance and support.	1	2	3
14. If I don't succeed at something the first time out, I am willing to try again until I am successful.	1	2	3

If you answered mostly 3s, you already possess a lot of characteristics and skills that are needed for entrepreneurial success.

If you answered mostly 2s, you have many skills and traits that are needed for entrepreneurial success. You may need to work on a few.

If you answered mostly 1s, you may have skills and traits that are needed for entrepreneurial success. You need to explore options and see if this is a career possibility for you.