

Entrepreneurial Self-Assessment Two

Source: SEB Program by HKBDC 2000

Participant's name: _____ Date: _____

What is Entrepreneurship?

It is creating and building something from practically nothing.

It is about knowing your own personal strengths, weaknesses, values, and desires.

It is the knack of seeing an opportunity (that makes sense for you) where others see confusion.

It is the ability to build a founding team to complement your own talent and skills.

It is the know-how to find and make use of the necessary resources (often owned by others) and to make sure you don't run out of money when you need it most).

Finally, it is the willingness to take calculated risks, both personal and financial — and then do everything possible to get the odds in your favour!

Entrepreneurial Self-Assessment Two, Continued

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Taking Stock of What I Have to Offer - Skills

Instructions: Please rate yourself in the skills below, using the following rating scale. Provide a brief description for each rating. Be sure to consider *all* of your experience - work, hobbies, volunteer work, etc.

1 = I have never done this.

2 = I have done parts of this with assistance.

3 = I have done parts of this on my own, but required assistance to do the whole thing.

4 = I have done this completely, without assistance.

5 = I have done this completely, and have shown others how to as well.

Personal Skills:

What experience do have with ...

- | | | | | | |
|---|---|---|---|---|---|
| 1. Identifying an opportunity and using your own initiative to make it happen? (proactivity) | 1 | 2 | 3 | 4 | 5 |
| 2. Managing your time and priorities well? (management) | 1 | 2 | 3 | 4 | 5 |
| 3. Making major decisions that have major impact on your life, and lives of others? (judgement) | 1 | 2 | 3 | 4 | 5 |
| 4. Being creative and resourceful? (creative) | 1 | 2 | 3 | 4 | 5 |
| 5. Speaking in public? (communication) | 1 | 2 | 3 | 4 | 5 |
| 6. Following and realizing a dream? (visualization) | 1 | 2 | 3 | 4 | 5 |
| 7. Planning a major event? (planning) | 1 | 2 | 3 | 4 | 5 |
| 8. Negotiating a contract? (negotiation) | 1 | 2 | 3 | 4 | 5 |
| 9. Gathering, analyzing, and "making sense out of" a large amount of information? (analysis) | 1 | 2 | 3 | 4 | 5 |
| 10. Being a member of a team or other group? (cooperation) | 1 | 2 | 3 | 4 | 5 |
| 11. Being a leader or coach? (leadership) | 1 | 2 | 3 | 4 | 5 |

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Technical Skills:

Marketing. What experience do have with ...

12. Identifying a new customer need?..... 1 2 3 4 5

13. Developing new products and/or services to meet that need? 1 2 3 4 5

14. Setting prices?..... 1 2 3 4 5

15. Developing and implementing a promotional plan?..... 1 2 3 4 5

16. Contacting potential customers and made sales? 1 2 3 4 5

17. Selecting a business location?..... 1 2 3 4 5

*Production/Technology.*Please List All

18. What tools, equipment, and vehicles can you operate?

19. What things have you invented?

20. What things have you made?

Human Resources. What experience do you have with ...

21. Hiring anyone?..... 1 2 3 4 5

22. Firing anyone?..... 1 2 3 4 5

23. Supervising someone?..... 1 2 3 4 5

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24. Training another person?..... 1 2 3 4 5

25. Delegating an important task to someone else?..... 1 2 3 4 5

26. Evaluating someone's performance?..... 1 2 3 4 5

27. Motivating somebody to do their best?..... 1 2 3 4 5

28. Scheduling other people's work?..... 1 2 3 4 5

Financial. What experience do you have with ...

29. Borrowing money from a financial institution?..... 1 2 3 4 5

30. Keeping financial records?..... 1 2 3 4 5

31. Preparing a budget?..... 1 2 3 4 5

32. Managing a budget?..... 1 2 3 4 5

33. Lending money?..... 1 2 3 4 5

34. Buying insurance?..... 1 2 3 4 5

35. Making a major purchase (land, buildings, vehicles, etc.)?.. 1 2 3 4 5

36. Complying with government regulations?..... 1 2 3 4 5