

Exercise 3b: Your entrepreneurial traits, strengths and weaknesses

We could probably list 20 different traits that at least some experts believe you need to have to be a successful entrepreneur. In fact, you looked at 10 of these traits in *Exercise 1b: What do I want in a job?* and, in *Exercise 2a: Measure your entrepreneurial potential.*

This is just a quick exercise with what many experts consider to be the top five traits of successful entrepreneurs. Read the traits and then give yourself a rating of 1 to 5 for each one.

How to rate yourself:

- 1 point if this trait does not describe you at all.
- 2 points if this trait describes you from time to time.
- 3 points if this trait describes you half the time.
- 4 points if this trait describes you a lot of the time.
- 5 points if this trait describes you all of the time.

My personal entrepreneurial traits

	1	2	3	4	5
I play to win. I hate to come in second or third. I am very competitive. I make things happen.					
I'm a hard worker. I get bored sitting around doing nothing. When I have free time I'm always busy.					
I'm independent. I hate to do what everyone else is doing. I hate to be told what to do and how to do it. I do things my own way.					
I trust my instinct. I may not have done well in school, but I've got street smarts. I have good common sense.					
I'm generally a careful person. I don't take big risks very often. I'm realistic with my goals.					

Your entrepreneurial strengths are in all the traits you rated yourself as a 4 or a 5. Make sure you focus on those traits when you start your business.

Your entrepreneurial weaknesses are in all the traits you rated yourself as a 1 or a 2. Make sure to find support in these areas.