Entrepreneurship Mindset

Action Steps in Developing Your Business Plan

We often think that we can all be entrepreneurs who can establish and operate successful Small, micro to medium size enterprises (SMMEs). But is this always the case? The Entrepreneurship Mindset Diagnostic Checklist is a reflective toolkit which any aspiring or current entrepreneur can use to establish their current mindset in as far as readiness and personal reflection on either starting a business venture or continuing with an existing one. So, if you intend to set up an enterprise or you already have a start-up it is time to reflect on this all-important question in order to take your business idea or enterprise forward.

**ARE YOU READY FOR ENTREPRENEURSHIP?**

**The Checklist**

Under each question, please circle the number corresponding to the answer that best describes yourself. Be honest with yourself and if necessary, ask a very close friend/partner to help you.

**Are you a self-starter?**

1. I do things on my own. Nobody has to tell me to get going. [ ]
2. If someone gets me started, I keep going alright. [ ]
3. Easy does it. I don’t put myself out until I have to. [ ]

**How do you feel about other people?**

1. I like people. I can get along with just about anybody. [ ]
2. I have plenty of friends – I don’t need anyone else. [ ]
3. Most people irritate me. [ ]

**Can you lead others?**

1. I can get most people to go along when I start something. [ ]
2. I can give the order if someone tells me what we should do. [ ]
3. I let someone else get things moving. Then I go along if I feel like it. [ ]

**Can you take responsibility?**

1. I like to take charge of things and see them through. [ ]
2. I’ll take over if I have to, but I’d rather let someone else be responsible. [ ]
3. There’s always some over-achiever around wanting to show

how smart he is. I say let him. [ ]

**How good an organizer are you?**

1. I like to have a plan before I start. I’m usually the one to get things

organized when the group wants to do something. [ ]

1. I do alright unless things get too confused. Then I quit. [ ]
2. You get all set and then something comes along and presents too

many problems. So, I just take things as they come. [ ]

**Do you have the will power to succeed?**

1. I can keep going as long as I need to. I don’t mind working hard for

something I want. [ ]

1. I’ll work hard for a while, but when I’ve had enough, that’s it. [ ]
2. I can’t see that hard work gets you anywhere. [ ]

**Can you make decisions?**

1. I can make up my mind in a hurry if I have to. Usually turns out OK, too. [ ]
2. I can if I have plenty of time. [ ]
3. If I have to make up my mind fast, I think later I should have decided

the other way. [ ]

**Can people trust what you say?**

1. You bet they can. I don’t say things I do mean. [ ]
2. I try to be straightforward most of the time, but sometimes

I just say what’s easiest. [ ]

1. Why bother if the other fellow doesn’t know the difference. [ ]

**Perseverance- Can you stick with it?**

1. If I make up my mind to do something. I don’t let anything stop me. [ ]
2. If usually finish what I start – if it goes well. [ ]
3. If it doesn’t go right away, I quit. Why beat your brains out? [ ]

**How good is your health?**

1. I never run down! [ ]
2. I have enough energy for most things I want to do. [ ]
3. I run out of energy sooner than most of my friends seem to. [ ]

**Now look at answers that you selected.**

 How many 1’s did you selected? Number of 1s selected.

 How many 2’s did you selected? Number of 2s selected.

 How many 3’s did you selected? Number of 3s selected.

If most your answers were 1’s you probably have what it takes to run a business and to lead other. If not, you are likely to have more trouble than you can handle by yourself. Better find a partner who is strong on the points you are weak on. If many of the answers were 3’s, not even a good partner will be able to give you the support you need.