

# TEST YOUR "ENTREPRENEURIAL QUOTIENT"

*This easy-to-take self-test is designed to give you some insight into the interests, attitudes and behaviors of practicing entrepreneurs. By taking a few minutes to answer the questions, you will be able to get a measure of your "entrepreneurial quotient."*

**Indicate "YES," if the statement reflects your personal feeling with respect to the issue at hand; "NO," if you do not identify with it.**

*While this instrument does not attempt to evaluate or rate your entrepreneurial abilities, it will show how closely your behaviors and beliefs mirror those of experienced entrepreneurs -- both successful and unsuccessful. As you respond to each question you will be relating your personal perspectives and proclivities to those of entrepreneurs with whom the test author has had first-hand experience. When you have finished responding to all questions, read the directions for scoring on the last page.*

*Remember, the **BRASS TACKS E.Q. TEST** does not attempt to determine if you have what it takes to be a successful entrepreneur. **Everyone** has some entrepreneurial spirit which, if coupled with education, hard work and luck, can be profitably applied. This test is not predictive, but it can illustrate how closely your attitudes and proclivities relate to those manifested by people who have chosen the entrepreneurial path. These insights should help you gain a truer understanding of your willingness and ability to mount an entrepreneurial initiative.*

*Good luck and good venturing !!!*

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My success depends on my ability to analyze the obstacles to achieving my goals YES\_\_\_ NO\_\_\_

My work sometimes takes on the quality of a "mission" YES\_\_\_ NO\_\_\_

I do not set limits on the amount of time I will spend trying to find a solution to a problem YES\_\_\_ NO\_\_\_

I try to never to pay the "retail price" for anything YES\_\_\_ NO\_\_\_

I think its important to set specific goals for myself YES\_\_\_ NO\_\_\_



**E.Q.**

My current status is the result of my past plans YES\_\_\_\_\_ NO\_\_\_\_\_

I love to prove a point YES\_\_\_\_\_ NO\_\_\_\_\_

I feel I have some shortcoming to overcome YES\_\_\_\_\_ NO\_\_\_\_\_

I want to be accepted by society for what I do YES\_\_\_\_\_ NO\_\_\_\_\_

Making money is an important motivation for me YES\_\_\_\_\_ NO\_\_\_\_\_

When I set out to do something,  
I don't give up until its done YES\_\_\_\_\_ NO\_\_\_\_\_

I'm usually up by 6 A.M. or shortly thereafter YES\_\_\_\_\_ NO\_\_\_\_\_

I don't sleep more than 6 hours a night YES\_\_\_\_\_ NO\_\_\_\_\_

I usually get places early YES\_\_\_\_\_ NO\_\_\_\_\_

Lunch is an intrusion in my life YES\_\_\_\_\_ NO\_\_\_\_\_

I sometimes appear curt or unappreciative YES\_\_\_\_\_ NO\_\_\_\_\_

I must win YES\_\_\_\_\_ NO\_\_\_\_\_

I believe anything can be done  
if you put your mind to it YES\_\_\_\_\_ NO\_\_\_\_\_

When people say "it can't be done",  
I feel compelled to try YES\_\_\_\_\_ NO\_\_\_\_\_

Frequently the desires of my spouse and family  
have to be subordinated when I am faced with  
an important task and a short timetable. YES\_\_\_\_\_ NO\_\_\_\_\_

I like individual sports rather than team sports YES\_\_\_\_\_ NO\_\_\_\_\_

Its more important for me to beat my old record  
than it is to beat someone else's record YES\_\_\_\_\_ NO\_\_\_\_\_

Having a positive emotional relationship with  
another person is not as important to me  
as doing very well at a particular task YES\_\_\_\_\_ NO\_\_\_\_\_

I'm not particularly fond of baseball games unless they feature an outstanding player or some title is at stake YES\_\_\_\_\_ NO\_\_\_\_\_

I am seen by others as a self-starter YES\_\_\_\_\_ NO\_\_\_\_\_

I can perceive and arrange the fundamentals of any task in a way that allows me to act quickly YES\_\_\_\_\_ NO\_\_\_\_\_

I like to take charge of a situation YES\_\_\_\_\_ NO\_\_\_\_\_

I have a very high energy level YES\_\_\_\_\_ NO\_\_\_\_\_

I like to work long hours YES\_\_\_\_\_ NO\_\_\_\_\_

Stress gets my juices flowing and really makes me productive YES\_\_\_\_\_ NO\_\_\_\_\_

I keep a "to do" list and a calendar for my appointments YES\_\_\_\_\_ NO\_\_\_\_\_

I believe being on time for a meeting is very important YES\_\_\_\_\_ NO\_\_\_\_\_

When I make a decision I usually stick with it YES\_\_\_\_\_ NO\_\_\_\_\_

I generally don't feel fear when I try something new YES\_\_\_\_\_ NO\_\_\_\_\_

Other peoples' contrary opinions generally won't change my mind once I've decided on something YES\_\_\_\_\_ NO\_\_\_\_\_

I enjoy speaking up for unpopular causes YES\_\_\_\_\_ NO\_\_\_\_\_

If I am in a group, I like to be the one to decide where we are going for an evening out YES\_\_\_\_\_ NO\_\_\_\_\_

My concern for the feelings of people involved with me in a task is secondary to getting the job done YES\_\_\_\_\_ NO\_\_\_\_\_

Physical appearance and clothing worn help a person to get others to support them in getting a job done YES\_\_\_\_\_ NO\_\_\_\_\_

Friendships are nice but not essential YES\_\_\_\_\_ NO\_\_\_\_\_

I am not particularly attracted to social situations,  
e.g. parties, reunions etc. YES\_\_\_\_\_ NO\_\_\_\_\_

I make decisions quickly,  
but they are usually accurate YES\_\_\_\_\_ NO\_\_\_\_\_

If I lived in the "old West" the townspeople  
would see me as a "square shooter" YES\_\_\_\_\_ NO\_\_\_\_\_

I'm not discouraged by obstacles;  
I'm turned on by them YES\_\_\_\_\_ NO\_\_\_\_\_

I like making difficult decisions YES\_\_\_\_\_ NO\_\_\_\_\_

God gave me a lot of common sense YES\_\_\_\_\_ NO\_\_\_\_\_

I'm calm in crises YES\_\_\_\_\_ NO\_\_\_\_\_

I'm reasonably daring YES\_\_\_\_\_ NO\_\_\_\_\_

I generally have a pretty good idea  
of when I should get advice or help from others YES\_\_\_\_\_ NO\_\_\_\_\_

I like being responsible for impossible situations YES\_\_\_\_\_ NO\_\_\_\_\_

I sometimes am a zealot when it comes to work YES\_\_\_\_\_ NO\_\_\_\_\_

I am not too concerned about what and where  
I'm going to be 10 years from now. YES\_\_\_\_\_ NO\_\_\_\_\_

I like to try different foods YES\_\_\_\_\_ NO\_\_\_\_\_

I feel I must be proud of what I do YES\_\_\_\_\_ NO\_\_\_\_\_

I know the future will be bright for me YES\_\_\_\_\_ NO\_\_\_\_\_

I know I can get the money I need  
to develop my ideas and ventures YES\_\_\_\_\_ NO\_\_\_\_\_

If I were to rate my success potential,  
it would be a "10" on a scale of "10" YES\_\_\_\_\_ NO\_\_\_\_\_

It is very important for me to be right YES\_\_\_\_\_ NO\_\_\_\_\_

I believe there is an answer to every problem YES\_\_\_\_\_ NO\_\_\_\_\_

In the final analysis, people and events  
in the outside world cannot control my destiny YES\_\_\_\_\_ NO\_\_\_\_\_

I feel I must control things in my life YES\_\_\_\_\_ NO\_\_\_\_\_

I get really upset when people try to  
exert control over me YES\_\_\_\_\_ NO\_\_\_\_\_

I have a strong belief in a person's need for luck YES\_\_\_\_\_ NO\_\_\_\_\_

I feel the same walking into a bank and a tavern YES\_\_\_\_\_ NO\_\_\_\_\_

I prefer to go shopping alone YES\_\_\_\_\_ NO\_\_\_\_\_

I really enjoy being different YES\_\_\_\_\_ NO\_\_\_\_\_

I don't feel I need the approval of others YES\_\_\_\_\_ NO\_\_\_\_\_

If my friends won't do something  
I'm interested in, I'll do it myself YES\_\_\_\_\_ NO\_\_\_\_\_

I am resourceful YES\_\_\_\_\_ NO\_\_\_\_\_

I'm sure of myself in uncertain situations YES\_\_\_\_\_ NO\_\_\_\_\_

I'm not particularly interested in spectator sports YES\_\_\_\_\_ NO\_\_\_\_\_

I really don't care how my status or position  
in life is seen and ranked by others YES\_\_\_\_\_ NO\_\_\_\_\_

My reputation among others is not as important  
to me as my knowledge of my own achievement YES\_\_\_\_\_ NO\_\_\_\_\_

I don't really care if I'm liked and accepted YES\_\_\_\_\_ NO\_\_\_\_\_

I often feel a sense of destiny YES\_\_\_\_\_ NO\_\_\_\_\_

Recognition and status are nice  
but not important to me YES\_\_\_\_\_ NO\_\_\_\_\_

I am usually happy YES\_\_\_\_\_ NO\_\_\_\_\_

I must know what is going on in every aspect of the things in which I am involved; but I am not frustrated if I don't control everything

YES\_\_\_\_ NO\_\_\_\_

I'm intelligent; but not brilliant

YES\_\_\_\_ NO\_\_\_\_

I believe set-backs are essential and instructive

YES\_\_\_\_ NO\_\_\_\_

People generally respect and trust me

YES\_\_\_\_ NO\_\_\_\_

I'm a good communicator but I'm continually trying to improve my communication skills

YES\_\_\_\_ NO\_\_\_\_

Negotiating with unpleasant people is fun

YES\_\_\_\_ NO\_\_\_\_

I am very comfortable asking other people for things

YES\_\_\_\_ NO\_\_\_\_

I tend to invite myself when other people are doing things I'm interested in

YES\_\_\_\_ NO\_\_\_\_

I use feedback continuously

YES\_\_\_\_ NO\_\_\_\_

I am not interested in controlling or regulating other peoples' lives by my actions

YES\_\_\_\_ NO\_\_\_\_

People who don't do as they are told don't necessarily make me angry

YES\_\_\_\_ NO\_\_\_\_

Relationships are important if they can help me attain goals

YES\_\_\_\_ NO\_\_\_\_

I don't believe its important to know the answer before you ask the question

YES\_\_\_\_ NO\_\_\_\_

I can inspire confidence and loyalty in others

YES\_\_\_\_ NO\_\_\_\_

I can get along with just about anybody

YES\_\_\_\_ NO\_\_\_\_

People will generally buy into my "dream"

YES\_\_\_\_ NO\_\_\_\_

I am interested in other peoples' personal lives and problems

YES\_\_\_\_ NO\_\_\_\_

I can get most people to go along with me when I start something YES\_\_\_\_\_ NO\_\_\_\_\_

I can usually figure people out pretty well YES\_\_\_\_\_ NO\_\_\_\_\_

I'm always alert YES\_\_\_\_\_ NO\_\_\_\_\_

I respond quickly when someone needs my help or advice YES\_\_\_\_\_ NO\_\_\_\_\_

How other people dress is not important to me YES\_\_\_\_\_ NO\_\_\_\_\_

I'm generally inclined to say "tell me more" in conversations I don't start YES\_\_\_\_\_ NO\_\_\_\_\_

I am not reluctant to plunge into areas about which I have little knowledge YES\_\_\_\_\_ NO\_\_\_\_\_

I'm willing to take calculated risks which, if the worst is realized, would cause me to lose everything I have YES\_\_\_\_\_ NO\_\_\_\_\_

Not every question has a "right" answer; not every problem a solution YES\_\_\_\_\_ NO\_\_\_\_\_

I accept the fact that failure sometimes just happens YES\_\_\_\_\_ NO\_\_\_\_\_

I don't have to know the outcome before I start something YES\_\_\_\_\_ NO\_\_\_\_\_

I seldom carry an umbrella YES\_\_\_\_\_ NO\_\_\_\_\_

Thinking of investing in stocks excites me YES\_\_\_\_\_ NO\_\_\_\_\_

I would make a bet for more than I had in my pocket and my checking account YES\_\_\_\_\_ NO\_\_\_\_\_

I would work strictly on commission YES\_\_\_\_\_ NO\_\_\_\_\_

I like roller coasters YES\_\_\_\_\_ NO\_\_\_\_\_

I enjoy "surfing the web" YES\_\_\_\_\_ NO\_\_\_\_\_

I generally don't use maps when I travel YES\_\_\_\_\_ NO\_\_\_\_\_

I used to like making blind dates YES\_\_\_\_\_ NO\_\_\_\_\_

I'm irritated by clocks that don't show the right time YES\_\_\_\_\_ NO\_\_\_\_\_

I like foods from different countries YES\_\_\_\_\_ NO\_\_\_\_\_

I'll order a club sandwich and soup at a business lunch YES\_\_\_\_\_ NO\_\_\_\_\_

"Gut feeling" plays a big role in my decision-making YES\_\_\_\_\_ NO\_\_\_\_\_

I know that if I think about an issue too much,  
I'll come up with a protective,  
conservative approach YES\_\_\_\_\_ NO\_\_\_\_\_

Paradoxes like "keep your eyes on the horizon;  
but watch your step" challenge me YES\_\_\_\_\_ NO\_\_\_\_\_

I typically reject the advice:  
"if it ain't broke, don't fix it" YES\_\_\_\_\_ NO\_\_\_\_\_

I believe Newton was wrong when he said  
"the world is programmed system that is  
amenable to prediction and control" YES\_\_\_\_\_ NO\_\_\_\_\_

Even if I know something "for sure"  
I tend to keep investigating YES\_\_\_\_\_ NO\_\_\_\_\_

I know that in a difficult situation it's likely that  
my subconscious will click in with helpful insight YES\_\_\_\_\_ NO\_\_\_\_\_

Past experience is always a reliable guide  
for me in new situations YES\_\_\_\_\_ NO\_\_\_\_\_

I accept the fact that bad outcomes  
can easily result from my best efforts YES\_\_\_\_\_ NO\_\_\_\_\_

I would not accept God's offer of a guaranteed,  
healthy life until age 74, if my "plug were to be pulled"  
automatically on that birthday YES\_\_\_\_\_ NO\_\_\_\_\_

Among my group of friends and associates,  
I was one of the first to learn how to  
use a personal computer YES\_\_\_\_\_ NO\_\_\_\_\_

I like boxing matches YES\_\_\_\_\_ NO\_\_\_\_\_

I am ingenious when it comes to problems without easily perceived solutions YES\_\_\_\_\_ NO\_\_\_\_\_

I sometimes feel like I'd like to escape YES\_\_\_\_\_ NO\_\_\_\_\_

If I can't find something I like on TV, I flip channels YES\_\_\_\_\_ NO\_\_\_\_\_

I like to dream as well as do YES\_\_\_\_\_ NO\_\_\_\_\_

I sometimes feel like an artist YES\_\_\_\_\_ NO\_\_\_\_\_

I love things that are new and different, even if I don't understand them YES\_\_\_\_\_ NO\_\_\_\_\_

Being successful at doing something new is one of the most important things I could ever do YES\_\_\_\_\_ NO\_\_\_\_\_

Reading books in airports is a waste of time if there are strangers to talk to YES\_\_\_\_\_ NO\_\_\_\_\_

I like to introduce myself to strangers and learn about their likes and dislikes YES\_\_\_\_\_ NO\_\_\_\_\_

When I shop, I like to pick things up and touch them YES\_\_\_\_\_ NO\_\_\_\_\_

I like to do my best.... *a/ways* YES\_\_\_\_\_ NO\_\_\_\_\_

It is the uniqueness of an accomplishment that really turns me on YES\_\_\_\_\_ NO\_\_\_\_\_

My favorite sports are the ones in which I compete against my last best score YES\_\_\_\_\_ NO\_\_\_\_\_

I like to travel different routes between my job and my home YES\_\_\_\_\_ NO\_\_\_\_\_

I like to go to the library without any specific purpose in mind YES\_\_\_\_\_ NO\_\_\_\_\_

I am not interested in being the richest person in the nation YES\_\_\_\_\_ NO\_\_\_\_\_

The analysis of trends is best left to statisticians YES\_\_\_\_\_ NO\_\_\_\_\_

From time to time, I'll tune in MTV  
or a soap opera just for the variety YES\_\_\_\_\_ NO\_\_\_\_\_

Once I like a type of underwear,  
I'll always try to buy the same kind YES\_\_\_\_\_ NO\_\_\_\_\_

I like driving other people's cars YES\_\_\_\_\_ NO\_\_\_\_\_

When I'm out of town, I'll generally try to  
look up long, lost friends and acquaintances YES\_\_\_\_\_ NO\_\_\_\_\_

I enjoy traveling to new and different places YES\_\_\_\_\_ NO\_\_\_\_\_

I would rather travel to different resorts  
than have a vacation home of my own YES\_\_\_\_\_ NO\_\_\_\_\_

## **SCORING THE BRASS TACKS™ "E.Q." TEST**

### **DO NOT READ THIS UNTIL YOU HAVE COMPLETED THE QUESTIONNAIRE**

*Scoring of this "test" is simple. You don't have to worry about "passing" or "failing," since there are no "right" or "wrong" answers. Experience simply shows that a "typical" entrepreneur would be inclined to respond with a "YES" to each statement presented. Of course, in reality, all entrepreneurs would not necessarily answer "YES" to every question. This is a summary of average responses from a large sampling of entrepreneurs.*

*The number of "YES" responses you offer will tell you how closely your attitudes, interests, and actions come to the average replies of practicing entrepreneurs. Your answers will also help to point out the personal aspects of "entrepreneurship" that appeal to -- or disturb -- you. The items surveyed will give you a better insight into the lifestyle of the entrepreneur, and, as a consequence, should help you formulate judgments with respect to your own entrepreneurial pursuits.*



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