

**Worksheet #1**  
**Characteristics of success**

Check the appropriate column for each of the following statements.  
 (N = never; M = most of the time; A = Always)

|  | N     | M     | A     |
|--|-------|-------|-------|
| 1. I am a self-starter.                      | _____ | _____ | _____ |
| 2. I am normally positive and optimistic.    | _____ | _____ | _____ |
| 3. I easily accept personal responsibility.  | _____ | _____ | _____ |
| 4. I have no problem working alone.          | _____ | _____ | _____ |
| 5. I am competitive.                         | _____ | _____ | _____ |
| 6. I commit strongly.                        | _____ | _____ | _____ |
| 7. I am flexible.                            | _____ | _____ | _____ |
| 8. I am self-confident.                      | _____ | _____ | _____ |
| 9. I relate well to other people.            | _____ | _____ | _____ |
| 10. I am a goal setter.                      | _____ | _____ | _____ |
| 11. I am a creative problem solver.          | _____ | _____ | _____ |
| 12. I like to plan.                          | _____ | _____ | _____ |
| 13. I am a decision maker.                   | _____ | _____ | _____ |
| 14. I enjoy working hard.                    | _____ | _____ | _____ |
| 15. I can tolerate risk.                     | _____ | _____ | _____ |
| 16. I seldom procrastinate.                  | _____ | _____ | _____ |
| 17. I am innovative.                         | _____ | _____ | _____ |
| 18. I handle stress well.                    | _____ | _____ | _____ |
| 19. I am independent by nature.              | _____ | _____ | _____ |
| 20. I am a logical thinker.                  | _____ | _____ | _____ |
| 21. I am persistent.                         | _____ | _____ | _____ |
| 22. I communicate well with others.          | _____ | _____ | _____ |
| 23. I manage my time well.                   | _____ | _____ | _____ |
| 24. I have a high degree of common sense.    | _____ | _____ | _____ |
| 25. I have the ability to think objectively. | _____ | _____ | _____ |
| 26. I am in good health.                     | _____ | _____ | _____ |
| 27. I like to learn new things.              | _____ | _____ | _____ |
| 28. I am realistic.                          | _____ | _____ | _____ |
| 29. I can take criticism.                    | _____ | _____ | _____ |
| 30. I am ambitious.                          | _____ | _____ | _____ |

Now determine your score. Should you start your own business at home? Count your **Always** and **Most of the time** answers as a positive. If you scored —

- 30 out of 30     You should be running General Motors.
- 26 - 29         You've got what it takes.
- 21 - 25         You'll do just fine.
- 16 - 20         Be sure you answered yes to number 14 and 27.
- 15                Questionable.
- Under 15        Unlikely, but nothing is impossible.