



Assessing Your Specialty Food Business Readiness

Becoming an entrepreneur is not for everyone. In business, there are no guarantees. There is simply no way to eliminate all of the risks. It takes a special person with a strong commitment and specific skills to be successful as an entrepreneur.

Are you ready to start your own business? Use the Readiness Assessment Guide to better understand how prepared you are. This guide is designed to help you better understand your readiness for starting a small business. It is not a scientific assessment tool. Rather, it is a tool that will prompt you with questions and assist you in evaluating your skills, characteristics and experience --- as they relate to your readiness for starting a business.

	Yes	No
<i>General</i>		
1. Do you think you are ready to start a business?	<input type="radio"/>	<input type="radio"/>
2. Do you have support for your business from family and friends?	<input type="radio"/>	<input type="radio"/>
3. Have you ever worked in a business similar to what you are starting?	<input type="radio"/>	<input type="radio"/>
4. Would people that know you say you are entrepreneurial?	<input type="radio"/>	<input type="radio"/>
5. Have you ever taken a small business course or seminar?	<input type="radio"/>	<input type="radio"/>
<i>Personal Characteristics</i>		
6. Are you a leader?	<input type="radio"/>	<input type="radio"/>
7. Do you like to make your own decisions?	<input type="radio"/>	<input type="radio"/>
8. Do others turn to you for help in making decisions?	<input type="radio"/>	<input type="radio"/>
9. Do you enjoy competition?	<input type="radio"/>	<input type="radio"/>
10. Do you have will power and self discipline?	<input type="radio"/>	<input type="radio"/>
11. Do you plan ahead?	<input type="radio"/>	<input type="radio"/>
12. Do you like people?	<input type="radio"/>	<input type="radio"/>
13. Do you get along with others?	<input type="radio"/>	<input type="radio"/>
14. Would people that know you say you are outgoing?	<input type="radio"/>	<input type="radio"/>

Personal Conditions

- 15. Are you aware that running your own business may require working more than 12 hours a day, six days a week and maybe Sundays and holidays?
- 16. Do you have the physical stamina to handle a “self-employed” workload and schedule?
- 17. Do you have the emotional strength to deal effectively with pressure?
- 18. Are you prepared, if needed, to temporarily lower your standard of living until your business is firmly established?
- 19. Are you prepared to lose a portion of your savings?

Skills and Experience

- 20. Do you know what basic skills you will need in order to have a successful business?
- 21. Do you possess those skills?
- 22. Do you feel comfortable using a computer?
- 23. Have you ever worked in a managerial or supervisory capacity?
- 24. Do you think you can be comfortable hiring, disciplining and delegating tasks to employees?
- 25. If you discover you do not have the basic skills needed for your business, will you be willing to delay your plans until you have acquired the necessary skills?

Scoring Your Answers:

NOs 0-1:

You're ready! Your answers indicate you are well on your way to being an entrepreneur. You are ready to take the next step.

NOs 2-3:

You're almost ready. Your answers indicate you possess many of the characteristics and skills necessary to be successful as an entrepreneur. Knowledge is power. Continue to plan and prepare yourself for starting a business.

NOs 4-7

Not so fast! Your answers indicate there is room to grow before you consider starting a business. Take sufficient time to plan and prepare for your success as an entrepreneur. Gaining more business experience and building your skills, before starting a business, will pay big dividends in the future.

NOs 8+

It is time to re-evaluate. Your answers indicate you are not quite ready at this time to start a small business. Take sufficient time to plan and prepare for your success as an entrepreneur. Gaining more business experience and building your skills, before starting a business, will pay big dividends in the future. Remember, starting a business is not for everyone

Source: Small Business Readiness assessment

https://eweb1.sba.gov/cams/training/business_primer/assessment.htm