

Could you be your own boss ??

Many of us flirt with the idea of working for ourselves, but do you have what it takes?? Take our quiz and find out !

Circle the answer that's most true for you then have a look at what that suggests about you

1. Does the idea of making cold calls to sell your chosen product or service...		2. How good are you at creating a vision	
S	Fill you with excitement	L	Wouldn't know where to start
B	Fill you with dread	F	I find it easy to inspire myself and others
3. When you get stuck do you tend to		4. How strong are your general business skills ...	
T	Mull it over yourself	G	I'm a good all rounder
G	Seek out other people to bounce ideas off	T	I'm more of a specialist
5. What would you find more stressful ...		6. The point of a business plan is	
L	Not being in control of your own destiny	R	To clarify your thoughts and to have a reference point for future progress
F	Being totally responsible for your own destiny	O	To keep the bank manager happy
7. If you are working on your own do you		8. How comfortable are you in seeking feedback from others	
R	Do your best work	T	I'll listen if they offer feedback but rarely go looking for it
O	Find it hard to concentrate	B	I regularly seek out feedback so I know how others see my work
9. Do you tend to solve problems by		10. Do you believe that	
F	Asking others for help	S	You need to tell people what you are good at
L	Grit and determination	B	People will notice what you are good at
11. What best describes your work ethic		12. How would you handle an unpaid bill	
R	Committed and routinised	R	Deal with it assertively – they owe you money
O	Opportunistic and flexible	O	Leave it a while in the hope its get paid
13. If someone else does something which is more or less what you do, do you see this as		14. Do you think more people succeed in business because	
S	Competition	T	They are good at what they do
B	A potential collaborator	G	The market needs what they do
15. Would you say you are the kind of person who ...		16. Would you rather	
L	Creates good ideas	L	Have to find your own work and earn a premium
F	Implements other people's good		

	ideas	F	Be given interesting work and earn a reasonable amount
17. If you are working for a client do you		18. How would you try to close a deal	
G	Need to feel responsible for the whole working relationship	S	Ask directly how they want to proceed
T	Happy only to deliver your part of the deal	B	Wait for them to offer you the work
19. What's your view on Management Accounts		20. Do you tend to	
T	They are there to keep the bean-counters happy	O	Put off important things that you don't enjoy doing
G	They are there to help you plan & control a business	R	List what's important and get them done regardless of whether you like doing them

Scoring :

In the grid below mark how many of each letter you have selected:

S =	L =	R =	G =
B =	F =	O =	T =
Now compare the pairs and circle the one below that you have most of			
S or B	L or F	R or O	G or T

Answers :

More S than B's : this suggests you are quite the salesperson, unafraid to initiate sales opportunities and not embarrassed to ask for work, whilst you are unlikely to be backwards at coming forwards and have a competitive instinct you are genuinely interested in how other people perceive what you do. If you want to run your own business this is a vital skill as no matter what business you are in, sales will be its lifeblood.

More L's than F's: This suggests that you prefer to be out in front leading rather than following. With a confident sense of vision and a natural independence you are likely to well at striking out on your own.

More R's than O's : This suggests that you are likely to be quite disciplined in your approach. You will recognise that running your own business is a serious matter and not a place for dreamers. If you run your own business you are likely to achieve success through your hard work and determine.

More G's than T's : This suggests you are a generalist that is interested in all aspects of running a business and can turn your hand to most activities yet recognise where you need to pull in specialist help. Interested in what the market needs rather than what you can offer you spend time seeking out the input of others to ensure your efforts appeal to a wider audience.

Whilst successful business people come in a variety of shapes and forms if you have more of "S" / "L" / "R" / "G" – you won't go far wrong ... these are all good ingredients to run your own business.

But don't worry, all is not lost if you ticked the other options ! Here's where these people will flourish in business :

More B's than S's : Typically you will be a great providing support services, not interested in hogging the lime-light you are great at working with others. You tend to add value from "behind the scenes" rather than the front. If you are not motivated by business development (sales !) consider working as an Associate, or create a partnership with an organisation that can win work for you – a great example would be a book-keeper who partners with an Accountant.

More F's than L's : Not everyone wants to be a leader and because you recognise your strengths you will stick to what you do best. Franchise opportunities might interest you as the formula is already determined you just have to execute it well

More O's than R's : Your real strength is being able to spot opportunities and go with them. People are likely to regard you as "lucky" because you'll find success where no-one else is looking !

More T's than G's : Passionate about what you do, once you have some business you are likely to win more because you will wow people with your depth of knowledge and expertise and they will refer you to others. Manage your expectations about the speed of your business growth as it will start slowly – but be prepared to bring other people in to help you as once its starts to grow, that growth will be exponential !