

NAME: \_\_\_\_\_ CLASS PERIOD: \_\_\_\_\_

## Take the Test

Complete the questionnaire below. Read each statement on the left and place an X in the column that reflects whether you agree or disagree with the statement and how strongly you agree or disagree. There are no right or wrong answers.

Statement	1 Strongly Disagree	2 Disagree	3 Agree	4 Strongly Agree
1. I sometimes enjoy taking risks.				
2. I like to work hard at projects that interest me.				
3. I have a high level of energy.				
4. I want to achieve results based largely on my own efforts.				
5. I like being creative.				
6. I like to start projects on my own.				
7. I tend to see tasks through to completion.				
8. I am confident in my abilities.				
9. I am good at a lot of different tasks.				
10. I am interested in making lots of money.				
<b>Totals</b>				

Total Points = \_\_\_\_\_

When you have completed the questionnaire, notice that each response has a numeric rating. Add the total number of points of the ratings you have given each statement and write the total in the space below the questionnaire.

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## Who Are Entrepreneurs?

Most people work for others. Working for others, however, is not for everyone. Some individuals welcome the challenge of starting their own business and working for themselves. Research on entrepreneurs suggests that they share certain characteristics. Entrepreneurs tend to be willing to take risks, be independent, lead, and to enjoy being recognized. Among other things, entrepreneurs tend to be confident, hard working, well organized, and self-starters.

<b>Condition of Employment</b>	<b>Work for Someone Else</b>	<b>Work for Yourself</b>
Job Stability	Job stability depends largely on the success of the division, department, or immediate superiors.	Job stability depends almost completely on your success and that of the business.
Work Hours	Full time work varies from 40 hours per week to fairly long hours depending on job and salary.	Very long hours but self-directed.
Personal Success	Your success depends largely on the success of the company, department, or superiors.	Your personal success depends almost completely on you and the success of the business.
Salary	Usually set in a pre-determined range for the department or position reflecting market conditions for the job. Raises are often given after predictable periods of time.	Low in the beginning. Entrepreneurs often take little salary in the beginning so that most income can be put back into the business. Earnings depend on the success of the business.
Benefits	A standard package of benefits is often provided. Benefits often include major medical insurance and perhaps other coverage. Paid vacations, personal and sick days are often included. Some type of retirement program such as a 401k program is often available.	Benefits depend on what you are willing and able to provide as the owner of the business. Vacations tend to be rare and generally mean lost income.
Job Responsibilities	Responsibilities are often explained in an employee handbook but may change as conditions in the company change.	Entrepreneurs must be prepared to do everything. Bookkeeping, selling, cleaning, painting, and producing items are likely to be included.



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## I Wonder Why Nobody Ever Made a ... ?

Describe a good or service you think consumers want. It might be something that exists now, provided in a new way. Or your idea might be an original idea for an entirely new good or service.

Which types of consumers do you think might be interested in this good or service? Identify your customers.

How would you produce the good or service you have in mind?

How many people would you need to hire to get started? What might their jobs be?

Where might you find money to start up your new business? Personal savings? Loans from friends or family? Bank loans?

Develop a one-minute commercial for your good or service. You might wish to design a sign, write a jingle, or create a slogan that would catch the attention of customers and encourage them to buy your good or service.