



My winning characteristics

Circle your score as you go through the Exercise (*1 being low and 5 being high*). Be as honest and realistic as you can.

I am.....	Low					High
Self motivated	1	2	3	4	5	
Independent	1	2	3	4	5	
Efficient	1	2	3	4	5	
Organised	1	2	3	4	5	
Innovative	1	2	3	4	5	
Persistent	1	2	3	4	5	
Like challenges	1	2	3	4	5	
Optimistic	1	2	3	4	5	
Able to take a risk	1	2	3	4	5	
Problem solver	1	2	3	4	5	
Quick learner	1	2	3	4	5	
Versatile	1	2	3	4	5	
Nervous, stressed	1	2	3	4	5	
Healthy and fit	1	2	3	4	5	
Even-tempered	1	2	3	4	5	
Goal-orientated	1	2	3	4	5	
Quality conscious	1	2	3	4	5	
Creative	1	2	3	4	5	
Analytical	1	2	3	4	5	
Communicator	1	2	3	4	5	

To what degree am I... ?	Low					High
Able to handle financial matters	1	2	3	4	5	
Able to ask for what I want or need	1	2	3	4	5	
A good negotiator	1	2	3	4	5	
To what degree do I have...?						
A serious interest in business	1	2	3	4	5	
A suitable place for business use	1	2	3	4	5	
A good personal support network	1	2	3	4	5	
Ability to cover early expenses	1	2	3	4	5	
Relevant contacts	1	2	3	4	5	
Passionate for my business idea	1	2	3	4	5	
Good selling skills	1	2	3	4	5	

YOUR TOTAL: _____

NB: This exercise is not a scientific experiment; it's just a guide for you to get to know yourself, your qualities and skills.

When you have completed the checklist add the numbers you circled.

As a general guide, the closer the total is to:

- 150, the more ready you are to start the journey on the road to a successful business, and the easier the transition is likely to be for you. But you should never stop learning and developing your skills.

If your total is between:

- 90-120 take extra preparation time – get some business guidance and focus on planning and researching your business and getting yourself ready; and
- 80 or below, but you feel passionate about your business idea, look closely at the items where you rated yourself 3 or less and consider if and how these ratings can be changed through training, research, experience, or hard work.

And remember... all knowledge and skills are available, you just have to know how and where to find them for yourself. The best place to start is at the Small Business Development Corporation (SBDC), so call in to the Business Information and Licence Centre (BILC). Give them a call today on (08) 9220 0222 or email youngbusinessnetwork@sbdc.com.au.