



The 7 Entrepreneurial Skills®

Answer each of the following questions as honestly as possible. Mark a statement as true only if you strongly agree, i.e., you don't have to question yourself to come up with the answer. If you are unsure, then mark it false. Total each section as you go and then add up all sections for the grand total. This is your Entrepreneurial Index.

SCORE

I. Building Vision, Faith & Commitment	False	True
1. I have a clear vision for how my work will make a difference!	0	1
2. I know unequivocally that my work is my calling and aligned with my values!	0	1
3. I know I will succeed with my work!	0	2
4. I know my life purpose and can easily articulate it when someone asks!	0	2

Sub Total

II. Utilizing Your Strengths	False	True
1. I know what my unique talents and strengths are and intentionally focus on using them!	0	1
2. I know what my weaknesses are and have strategies in place to support me!	0	1
3. I have a specific plan in place for my professional development!	0	1

Sub Total

III. Creating a Niche	False	True
1. I have one clear and distinct client for my services.	0	1
2. I have a network of relationships that I regularly interact with in my chosen target market!	0	1
3. I am recognized as an expert in my field!	0	1

Sub Total

IV. Planning & Follow Through	False	True
1. I have a written plan and goals that I follow through on for my work!	0	1
2. I consistently keep my word when I commit to something!	0	1
3. I have shared my plan & goals with at least one person who will hold me accountable!	0	1

Sub Total

V. Engaging Risk & Reality	False	True
1. I have a budget that I follow and regularly update!	0	1
2. I don't let uncertainty or fear stop or sidetrack me from moving into action!	0	1
3. In any significant undertaking, I assess the risks, reality and obstacles and understand the probability for success when I move forward!	0	1

Sub Total

VI. Partnering	False	True
1. I actively seek out and ask for help from others!	0	1
2. I build relationships with others who share my vision!	0	1
3. I am highly committed to being a resource to others for others!	0	1

Sub Total

VI. Negotiating	False	True
1. I have a clear value proposition that I can articulate!	0	1
2. I always negotiate to create win-win agreements!	0	1
3. I know what my bottom line is before entering negotiations and am willing to walk away if it isn't met!	0	1

Total Entrepreneurial Index (Sum of all sections)