

Enterprise@Harper

So you want to be the boss... but would you give yourself the job?



Entrepreneurs have traits and skills in common, the list below is not exhaustive there are many more, compare your self image against how other people perceive you. Have your friends and colleagues rate you where (1 is bad and 5 is good), hopefully they will roughly match, if you score very low on some areas, you either need to work on those traits or hire somebody who has the right skills.

	What do others think?					What do you think?				
	1	2	3	4	5	1	2	3	4	5
5 is good 1 is bad										
Persistent, enduring, have loads of stamina										
Positive, optimistic, enthusiastic										
Tenacious										
Organised - good at getting things done										
Have a sense of humour										
Creative, imaginative - always coming up with new ideas										
Assertive										
Out-going, confident, cocky										
Flexible, adaptable										
Open-minded - able to take advice										
Sociable, approachable, good leader - can win people over instead of getting their backs up										
Single-minded, decisive, independent										
Communicator - able to get a point across										
Opportunist, risk taker, ambitious										
Hard working, committed, determined, 'get up and go' type										
Self-motivated										
Self-belief, individual - not afraid to stand out from a crowd, or of what others think										
Patient										
Realistic										
Perceptive										
Responsible										
Logical										

How do you compare? How many of those qualities do you possess? You don't need all of them. You may discover that you do possess many of them but have never had to demonstrate it before. It's not easy to get a true picture of yourself. You have to work at it.

Be Honest - You are not selling yourself to an employer. There's no point in conning yourself. Face up to what you really are, not what you wish you were. If you don't feel ready for self-employment now, perhaps you will in a few years time, with more experience and qualifications.

Get an Opinion - Different people have different views of you. Talk to someone who you know well, and trust. Get a good range of views. Try to sort out when they have a point (even if it makes you feel uncomfortable) and when they are just trying to make you fit in with an image that happens to suit them. Often, it's a mixture of both.

Prove It - Wherever possible, look for an example of the qualities that you have identified. If you think you are an organiser, what have you organised? Remember to look at all aspects of your life, not just work experience and qualifications.

Keep Notes - Everyone, young or old should have a file on themselves. It's useful for planning, as well as applying for jobs. The great thing about enterprise is that it helps you to grow and develop as a person. You need to keep tabs on yourself - what are your strengths and weaknesses? What do you need to learn?

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