Youth Entrepreneurship Pre Assessment

This assessment has 6 parts. The first part is a self-assessment of skills that are important for entrepreneurs. The second part is about your experience with things that might help you become an entrepreneur. The third part is about things you might want to do in the future. There are no "right" or "wrong" answers for parts one, two, and three. You just will mark the responses that sound the most like you. The fourth part is where you get to show your knowledge about entrepreneurship. This section does have "right" and "wrong" answers, but it isn't like tests where you can pass or fail. Your score for this section will be used to help figure out what you still need to learn. The fifth section is for us to collect some information about you. In this section you will tell us things like how old you are, where you live, etc. In the sixth part, you can give us feedback in your own words.

Part 1 - Self assessment

Being an entrepreneur is hard work. In order to be a good entrepreneur you have to be good at a lot of different things. One of the things you need to be good at is knowing yourself and knowing what you do well and where you need to improve. It's kind of like riding a bike where you start out with training wheels, then practice and learn how to ride all by yourself, and eventually you get good enough to do tricks, and finally you might even win a prize at a bike rodeo because you are such a good rider.

The questions below ask you to think about different things you might be able to do and to pick the level closest to where you are at right now. If you are very very good at something you should pick "🎉winning prizes." If you are better than most, you should pick "😊doing tricks." If you are sort of good, you should pick "😄getting the hang of it." And if you are still pretty new at doing something you should pick "😄learning my style." There are only 12 questions in this section.
1. **Initiative**: Initiative means that you like to accomplish things without anyone pushing you. For example, you might take the initiative to do your homework without your parents bugging you about it, or you might take the initiative to actually do the things your friends just think about doing. One way an entrepreneur takes initiative is finding ways to market the product or service they are selling.

How good are you at taking initiative?

- ☐ Winning prizes
- ☐ Doing tricks
- ☐ Getting the hang of it
- ☒ Learning my style

2. **Motivation**: Motivation means when there is something you want to accomplish you go after it. For example, you might be motivated to earn money to buy the things you want, or you might be motivated to be the leader in your class. One way an entrepreneur shows motivation is by developing a business plan.

How good are you at being motivated?

- ☐ Winning prizes
- ☐ Doing tricks
- ☐ Getting the hang of it
- ☒ Learning my style

3. **Self-reliance**: Self-reliance means that you have confidence in yourself. For example, you might be self-reliant enough to install new software on a computer, or you might be self-reliant enough to tackle a new trick on your skateboard. One way an entrepreneur shows self-reliance is by talking to people who might be interested in their business.

How good are you at being self-reliant?

- ☐ Winning prizes
- ☐ Doing tricks
- ☐ Getting the hang of it
- ☒ Learning my style

4. **Goal setting**: Goal setting means that you decide what you want to accomplish and what you need to do to accomplish that thing. For example, you might set a goal to be better at spelling, or you might set a goal to keep your room cleaner. One way an entrepreneur sets goals is by deciding how much profit their business must make so it can continue to operate.

How good are you at setting goals?

- ☐ Winning prizes
- ☐ Doing tricks
- ☐ Getting the hang of it
- ☒ Learning my style
5. **Critical thinking**: Having good critical thinking skills means you are able to figure things out, even when some parts are hidden. For example, you might be able to think through a word problem in math, or you might think through an idea your friend had for earning money. One way an entrepreneur practices critical thinking is by considering many options before spending some of the businesses money.

How good are you at critical thinking?

- ☑ Winning prizes
- ☑ Doing tricks
- ☑ Getting the hang of it
- ☑ Learning my style

6. **Autonomy**: Being autonomous means that you do what you think is right, regardless of what your friends say or think. For example, you might be autonomous if you decided to go to a movie alone because it was what you wanted to see rather than going to a movie you didn't want to see just because your friends were going. One way an entrepreneur shows autonomy is by doing things in their business that no one else has thought of.

How good are you at being autonomous?

- ☑ Winning prizes
- ☑ Doing tricks
- ☑ Getting the hang of it
- ☑ Learning my style

7. **Time management**: Time management skills means that you can finish what you need to do without being late. For example, you might have good time management skills if you finish your homework, clean your room, and did your chores in time to be near the front of the line at the movies. One way an entrepreneur practices time management is by organizing all the papers from their business operations.

How good are your time management skills?

- ☑ Winning prizes
- ☑ Doing tricks
- ☑ Getting the hang of it
- ☑ Learning my style

8. **Leadership**: Leadership means that people trust you enough to do what you ask them to do. For example, you might have leadership skills if you came up with a plan to clean out a neighborhood park and most of your friends agreed to help. One way an entrepreneur is a leader is by having people work for them in their business.

How good are you at leading?

- ☑ Winning prizes
- ☑ Doing tricks
- ☑ Getting the hang of it
- ☑ Learning my style
9. **Money management:** Money management means that you are to control what you do with your money. For example, rather than buying a lot of little things just because they look like fun at the time, you might be able to save your money to buy the really cool jacket you want. One way an entrepreneur practices money management is by budgeting enough money to produce more products before they run out.

How good are your money-management skills?

- 🎉 Winning prizes  
- 😞 Doing tricks  
- 😊 Getting the hang of it  
- 😜 Learning my style

10. **Problem solving:** Problem-solving skills are related to thinking skills. Problem solving is thinking with a purpose - to figure out what the problem is and how to make things work anyway. For example, your teacher might assign homework that would be easier to do if you had a computer, but you don't have one. Rather than complaining or not doing the work, you go to the public library and use their computer. One way an entrepreneur practices problem solving is by finding new ways to do things other businesses said couldn't be done.

How good are your problem solving skills?

- 🎉 Winning prizes  
- 😞 Doing tricks  
- 😊 Getting the hang of it  
- 😜 Learning my style

11. **Work habits:** Work habits include all the things you need to be prepared for the work you have to do. These are things like being dressed right, having the right tools, and showing up on time. For example, you might be pet sitting for a neighbor and remember to wear washable clothes in case their dog jumps on you and gets you muddy, you have a leash so you can take the dog for a walk, and you show up before the dog has an accident in the house. One way an entrepreneur practices good work habits is to always look professional when they are conducting business.

How good are your work habits?

- 🎉 Winning prizes  
- 😞 Doing tricks  
- 😊 Getting the hang of it  
- 😜 Learning my style

12. **Truthfulness:** Truthfulness means that you try to state the facts even if you wish things were some other way. For example, you might have wished you were at the prize winning level for every item you just finished judging about yourself, but you know you aren't really at that high level in many of the areas so you marked the responses that were the closest to where you are. One way an entrepreneur practices truthfulness is to be honest about things their business can't do.

How good are you at being truthful?

- 🎉 Winning prizes  
- 😞 Doing tricks  
- 😊 Getting the hang of it  
- 😜 Learning my style
**Part 2 - Experience**

This section is about things you might have done in the past that could help you become a better entrepreneur. You will rate yourself using the same scale you used in the Self Assessment section for this part. If you have a lot of experience doing something should circle "_winner prizes." If you have some experience doing something you should pick "_doing tricks." If you have a little experience doing something you should pick "_getting the hang of it." And if you have no experience doing something you should pick "_learning my style." There are only 10 questions in this section.

1. How much experience do you have working for yourself? For example, you might have gotten paid for doing some babysitting or petsitting or yard work.
   - O_winner prizes
   - O_doing tricks
   - O_getting the hang of it
   - O_learning my style

2. How much time have you spent deciding what kind of business you would like to operate as part of this program?
   - O_winner prizes
   - O_doing tricks
   - O_getting the hang of it
   - O_learning my style

3. How much market research have you done related to the business you would like to operate?
   - O_winner prizes
   - O_doing tricks
   - O_getting the hang of it
   - O_learning my style

4. How much experience do you have writing a business plan?
   - O_winner prizes
   - O_doing tricks
   - O_getting the hang of it
   - O_learning my style

5. How much experience do you have doing research on a computer?
   - O_winner prizes
   - O_doing tricks
   - O_getting the hang of it
   - O_learning my style
6. How much experience do you have using a computer for e-commerce?

- 🎁 Winning prizes
- 😊 Doing tricks
- 😅 Getting the hang of it
- 🤓 Learning my style

7. How much experience do you have taking snapshots?

- 🎁 Winning prizes
- 😊 Doing tricks
- 😅 Getting the hang of it
- 🤓 Learning my style

8. How much experience do you have filming with a video camera?

- 🎁 Winning prizes
- 😊 Doing tricks
- 😅 Getting the hang of it
- 🤓 Learning my style

9. How much effort have you put into getting good grades in school?

- 🎁 Winning prizes
- 😊 Doing tricks
- 😅 Getting the hang of it
- 🤓 Learning my style

10. How much public speaking have you done?

- 🎁 Winning prizes
- 😊 Doing tricks
- 😅 Getting the hang of it
- 🤓 Learning my style
Part 3 - The future

This section is about things you might want to do in the future. Because you haven't done these things yet you can't rate yourself, but you can tell us how much you want to do them. You will still have four answer choices for these questions. If you really really want to do something in the future you should pick "😊 Oh yeah!" If you think you want to do something in the future you should pick "😊 It's possible." If you don't know if you want to do something in the future you should pick "😊 Still thinking." And if you know you don't want to do something in the future you should pick "😊 Not my style." There are only 6 questions in this section.

1. How much would you like to own your own business?
   - 😊 Oh yeah!
   - 😊 It's possible
   - 😞 Still thinking
   - 😞 Not my style

2. How much would you like to graduate from high school?
   - 😊 Oh yeah!
   - 😊 It's possible
   - 😞 Still thinking
   - 😞 Not my style

3. How much would you like to go to college?
   - 😊 Oh yeah!
   - 😊 It's possible
   - 😞 Still thinking
   - 😞 Not my style

4. How much would you like to vote in elections when you are old enough?
   - 😊 Oh yeah!
   - 😊 It's possible
   - 😞 Still thinking
   - 😞 Not my style

5. How much would you like to help others in your community?
   - 😊 Oh yeah!
   - 😊 It's possible
   - 😞 Still thinking
   - 😞 Not my style

6. How much would you like to volunteer in your community?
   - 😊 Oh yeah!
   - 😊 It's possible
   - 😞 Still thinking
   - 😞 Not my style
Part 4: Knowledge

This is the part where you get to show how much you know about entrepreneurship and being an entrepreneur. This part is different than parts 1, 2, and 3, because these questions do have right and wrong answers. But you cannot fail this test. These questions will be used to help figure out what you still need to learn. This question is also different because there aren't any funny emoticons. For each question, fill in the bubble next to the answer you think is correct. There are only 15 questions in this section.

1. Business expenses that are the same every month are:
   - Expense accounts
   - Fixed costs
   - Variable costs
   - I don't know

2. The cash investment necessary to start a business is called:
   - Operating Expenses
   - Startup Cost
   - Cost of goods
   - I don't know

3. Every business in the world sells:
   - Food and/or clothes
   - Merchandise
   - Products and/or services
   - I don't know

4. A written document that describes how you will start and operate a business is:
   - An operations plan
   - A business plan
   - A budget
   - I don't know
5. The business term for money that comes into a business when someone buys something is:
   - Profit
   - Cash on hand
   - Revenue
   - I don't know

6. A business in which one owner has all the liability is a:
   - Sole proprietorship
   - Partnership
   - Corporation
   - I don't know

7. Taxes owed to the city, county, or state on the sales of certain products and services is:
   - Revenue
   - Income Tax
   - Sales tax
   - I don't know

8. "DBA" is short for:
   - Deductible Business Asset
   - Don't Bother Asking
   - Doing Business As
   - I don't know

9. If you sell a product for $5 and the variable cost is $1, which statement is true?
   - The net profit is $4
   - The gross profit is $4
   - The revenue is $4
   - I don't know

10. The "bottom line" is business slang for:
    - Gross profit
    - Net profit
    - Overhead
    - I don't know
11. What is an entrepreneur?
   - A side dish at a French restaurant
   - Someone that works for someone in the entertainment industry
   - Someone who starts a business
   - I don't know

12. The three best ways to advertise a youth-owned business are:
   - TV, radio, and newspapers
   - Windows, front doors, and malls
   - Signs, flyers, and business cards
   - I don't know

13. When you subtract variable costs from revenue, you get:
   - Capital gain
   - Net profit
   - Gross profit
   - I don't know

14. If you have a full-time job earning $8 an hour, your annual salary is:
   - Approximately $16,000
   - Approximately $12,000
   - Approximately $18,000
   - I don't know

15. An important skill used to reach agreements in business is:
   - Negotiation
   - Networking
   - Motivation
   - I don't know
Part 5: About you

This part has questions that ask about you. These are things like your gender, your age, your current grade level in school, your race/ethnicity, the languages you speak, and more. We've made it easy for you to tell us those things. You just have to fill in the bubble next to the thing that best describes who you are. There are only 10 questions in this section.

1. I am a:  ○ Male  ○ Female

2. How old are you?  

3. What is your current grade?
   ○ 4th grade
   ○ 5th grade
   ○ 6th grade
   ○ 7th grade
   ○ 8th grade
   ○ 9th grade
   ○ 10th grade
   ○ 11th grade
   ○ 12th grade
   ○ Other, please specify:  

4. What is your race ethnicity? (select one only)
   ○ Asian, Asian American or Pacific Islander, including Chinese, Japanese and others
   ○ Black or African American
   ○ Hispanic or Latino/a, including Mexican American, Central American, and others
   ○ White, Caucasian, Anglo, European American; not Hispanic
   ○ American Indian / Native American
   ○ Multiethnic or Multiracial (more than one race or ethnicity, please specify below)
   ○ Other (write in):  
5. What languages do you speak? (select as many as apply)

- English
- Spanish
- Chinese
- Russian
- Vietnamese
- Creole
- Other (please specify):

6. Please tell us how many people currently live in the same house or apartment as you. If you live in more than one home, please describe the household where you spend more time.

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7. What is the highest level of education your mother completed?

- 8th Grade or Less
- Some High School
- High School diploma/G.E.D.
- Trade/Vocational School
- Some college
- 2-year college- Associate's degree
- 4-year college- Bachelor's degree
- Master's Degree
- Doctoral/Professional Degree
- Not sure
8. What type of town do you live in most of the time?
   ○ On a farm or ranch
   ○ Outside of town, but not on a farm or ranch
   ○ In a town smaller than 10,000
   ○ In a town between 10,000-50,000
   ○ In a city/suburb of over 50,000

9. What is the highest level of education your father completed?
   ○ 8th grade or less
   ○ Some high school
   ○ High School diploma/G.E.D.
   ○ Trade/Vocational school
   ○ Some College
   ○ 2-year college- Associate’s degree
   ○ 4-year college- Bachelor’s degree
   ○ Master’s degree
   ○ Doctoral/Professional degree
   ○ Not sure

10. How many years have you been involved in the entrepreneurial program?
    ○ First Year
    ○ Second Year
    ○ Third Year
    ○ Fourth Year
    ○ Other (please specify): 

Thank you!