

Self Assess



Business Owners Skill Evaluation

Take a moment now to assess your skill levels in the 15 key areas detailed below. It is important to be honest with yourself. This exercise is designed to help you identify some of the possible areas for personal improvement. Circle the score that best describes where you are right now. Then compare your total score with the scale provided at the bottom of the page.

As Morris Massey suggests, the best thing to do is take the mental helicopter to the ceiling and try and take an objective look at yourself. This information is designed to guide you. It is a self-improvement tool and the more objective you can be with your answers, the more accurate the information and the clearer the things you need to work on will become.

Ability	Strength	Average	Weakness
See the big picture	5	3	1
Time Management	5	3	1
Delegation Skills	5	3	1
Accept new ideas	5	3	1
Persistence	5	3	1
Proactive Attitude	5	3	1
Sales ability	5	3	1
Marketing Ability	5	3	1
Providing customer service	5	3	1
Patience	5	3	1
Follow up process	5	3	1
Ability to listen	5	3	1
Organisational skills	5	3	1
Goal Oriented	5	3	1
Work on high priority items first	5	3	1

75 – 60 You have all the hallmarks of an excellent business owner. Keep making time to work on your business.

59 – 44 Well done! Focus on those key areas you identified as your weaker points. BSN can help you reach your potential faster.

43 – 28 You have heaps of potential. Keep working at it and stay positive. A BSN business coach could greatly accelerate your progress.

27 – 15 Enjoy the journey and don't worry a BSN coaching program can certainly help you improve.

Your Score

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