Ag Decision Maker

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Assessing Entrepreneurial Skills

Entrepreneurial skills are essential for the success of your farm business. Firms that possess human resources with exceptional skills have a long-term focus and are more likely to use their skills to take advantage of emerging opportunities.

How would you rate your entrepreneurial skills? Entrepreneurship involves seeking and trying new ways to develop and improve successful businesses. Entrepreneurship involves focusing on innovating, assessing risks/rewards of a new venture, searching for opportunities, and seeking new information. Use the questions below to rate your entrepreneurial skills.

	Unsatisfactory	Weak	Average	Good	Exceptional
1. Identify business opportunities	1	2	3	4	5
2. Identify the skills you are good at and how to take advantage of these skills.	1	2	3	4	5
3. Focus on how to take advantage of opportunities .	1	2	3	4	5
4. Improve your situation as the industry changes.	1	2	3	4	5
5. Control your future rather than having it controlled by others.	1	2	3	4	5
6. Search for new and better ways of doing things rather than following the old adage “if it ain’t broke, don’t fix it.”	1	2	3	4	5
7. Seek out new information and use it for business gain.	1	2	3	4	5
8. Evaluate the riskiness of a new venture based on a careful assessment of the probability of success and failure.	1	2	3	4	5
9. Search for changes occurring in the industry and develop ways of exploiting these changes for business gain.	1	2	3	4	5
10. Evaluate new and emerging markets and identify how to take advantage of them.	1	2	3	4	5

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