

Self-Assessment Form

Below is a **self-assessment form** inspired by the concepts in *The E-Myth Revisited*, by Michael E. Gerber designed to help you identify which of the three core business personalities—**Entrepreneur**, **Manager**, or **Technician**—dominates your approach. Keep in mind this is an informal tool meant for personal insight, not a scientific or diagnostic instrument.

Instructions

1. Read each statement carefully.
2. For every statement, use the following 1–5 scale to rate how strongly it applies to you:
 - **1** – Strongly Disagree
 - **2** – Disagree
 - **3** – Neutral/Unsure
 - **4** – Agree
 - **5** – Strongly Agree
3. Write down your rating (1–5) in the box next to each statement.
4. After you complete all statements, total the scores for each section (Entrepreneur, Manager, Technician).
5. Compare your totals to see which personality type is most prominent.

Section A: Entrepreneur

Statement	Rating (1–5)
A1. I'm energized by big-picture thinking and brainstorming new ideas.	
A2. I enjoy taking calculated risks to pursue growth opportunities.	
A3. I get restless when my business or projects lack innovation or change.	
A4. I'm more excited about what my business could become than where it is now.	

Entrepreneur Score

Add up the ratings for statements A1–A4: _____

Section B: Manager

Statement	Rating (1–5)
B1. I'm good at setting goals, deadlines, and creating action plans to achieve them.	
B2. I prefer to maintain structure and organization in my day-to-day operations.	
B3. I regularly monitor budgets, schedules, and employee performance to ensure targets are met.	
B4. I believe standardized processes and clear instructions are crucial for smooth business operations.	

Manager Score

Add up the ratings for statements B1–B4: _____

Section C: Technician

Statement	Rating (1–5)
C1. I take pride in the hands-on work that directly produces goods or services for my customers.	
C2. I enjoy perfecting my craft and focusing on the technical aspects of my business.	
C3. I feel most satisfied when I'm directly involved in the production or delivery of my product/service.	
C4. I'm more comfortable working "in" the business (day-to-day tasks) than planning "for" the future.	

Technician Score

Add up the ratings for statements C1–C4: _____

Interpreting Your Results

1. Identify Your Dominant Personality

- Which section has the highest total score? That's likely your most natural role.
- A score of 16–20 in any section indicates a strong inclination toward that personality.

2. Look for Balance or Gaps

- If you're particularly strong in one area but weak in another, you may need extra support. For instance, a high Entrepreneur score and a low Manager score suggests you might struggle with everyday operations and may need to hire or partner with someone who excels at structure and processes.

3. Consider Next Steps

- **If you're strongest in Entrepreneur:** You may want to develop better organizational skills or delegate managerial tasks.
- **If you're strongest in Manager:** Make an effort to think more creatively and embrace some calculated risks.
- **If you're strongest in Technician:** Consider strategic planning and leadership training so you can step back from the day-to-day work and steer the business's long-term success.

4. No "Right" or "Wrong" Score

- Every successful business needs all three personalities in some capacity. Understanding your strengths and weaknesses helps you surround yourself with the right people or systems to fill any gaps.

Disclaimer

This self-assessment is for general guidance and personal reflection. Results shouldn't be taken as a professional evaluation of your capabilities. For more tailored advice, consider consulting a business coach, mentor, or other qualified professional.