

Exercise 1-6: Answers - Thinking Ahead – Motivations of future entrepreneurs

In the next module we will begin to explore some of the first steps future entrepreneurs should consider in starting a small business. One critical factor is: Should I start a small business? I may have an idea or passion I would like to pursue, but, do I have the correct motivations?

Refer to 2003 Small-Business Policy Guide (Chapter 4, Exhibit 3.4)
<http://www.nfib.com/object/2753115.html>

Comment, below, on which of the motivations listed might apply to you if you were to start your own business.

Answers (students should draw from the following answers):

- 57% Use my skills and abilities**
- 54% Greater control over my life**
- 54% Build something for my family**
- 49% Like the challenge**
- 32% Live where/how I like**
- 18% Earn lots of money**
- 18% Gain more respect/recognition**
- 9% Fulfill others expectations**
- 8% Best alternative available**