



What's Your EQ?

Are you ready to begin adopting entrepreneurial strategies? Take this quiz to find out.

BY JERR BOSCHEE

How ready are you to begin adopting entrepreneurial strategies? What is your “EQ”—your entrepreneurial quotient? This exercise has been created by James Thalhuber, vice president and chief operating officer of the National Center for Social Entrepreneurs, and is based on a more extensive decision-making tool called “The Entrepreneurial RiskAssessor®” audit, which has been used by more than 200 clients of the National Center throughout the country.

Answer the questions below as honestly as possible. Then check your score to discover your chance of success.

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- 1. Can you list the reasons why your organization needs to pursue entrepreneurial activities?
- 2. Are you convinced this is the right time for your organization to pursue entrepreneurial activities?
- 3. Is your organization willing to do whatever it takes to become entrepreneurial?
- 4. Can you articulate what your organization wants to accomplish by adopting entrepreneurial strategies?
- 5. Are you confident your organization can overcome the obstacles certain to arise as you proceed with entrepreneurial undertakings?
- 6. Does your organization have an effective strategic planning process in place?
- 7. Is your organization fiscally well-managed?
- 8. Do you have strong board and executive leadership?
- 9. Is your organization clearly focused on and driven by your mission?

- 10. Do people at all levels in your organization communicate effectively?
- 11. Is your organization comfortable with aggressively pursuing earned income opportunities?
- 12. Are you effectively structured and operating efficiently?
- 13. Do you conduct regular reviews of your programs and services to ensure they are still critical to your mission?

Downlink Update

Jerr Boschee shares other insights in distance-education courses he teaches for the Learning Institute for Nonprofit Organizations. The Learning Institute's Certificate of Excellence in Nonprofit Leadership and Management is based on the following curriculum, delivered to downlink sites across the United States, Canada, Mexico and South America:

- Strategic Planning**
- Resource Development**
- Board Governance**
- Marketing**
- Mission-Based Management**
- Social Entrepreneurship**
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| <p>___ ___ 14. Do you understand market forces and what impact they have on your organization?</p> <p>___ ___ 15. Do you have—or could you find—the resources to implement new entrepreneurial strategies?</p> <p>___ ___ 16. Do you have people associated with your organization who have experience with entrepreneurial activities?</p> <p>___ ___ 17. Does your organization have a process in place to identify and develop new entrepreneurial strategies?</p> <p>___ ___ 18. Are key organizational decisions based on adequate knowledge of the market?</p> | <p>___ ___ 19. Does your organization have a risk-taking culture?</p> <p>___ ___ 20. Does your organization value management autonomy?</p> <p>___ ___ 21. Does your organization effectively balance both mission and money in pursuing your goals?</p> <p>___ ___ 22. Are you a well-run nonprofit business?</p> <p>___ ___ 23. Does your organization collaborate with other nonprofit and for-profit organizations on a regular basis?</p> <p>___ ___ TOTAL</p> |
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of “Yes” Responses

- 20 or more = Very high chance of success
 16-19 = Above average chance of success
 12-15 = Average chance of success
 11-14 = Well below average chance of success ■

Selected References

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These publications are available through the Society for Nonprofit Organizations’ *Resource Center Catalog*, included in this issue, or contact the Society at 6314 Odana Road, Suite 1, Madison, Wisconsin 53719 (800-424-7367).

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