

Assessment Questionnaire: Focus for Success



The Sky's NO Limit

Business success depends in large part on the strategic focus of the entrepreneurs or owners who run the business. Many entrepreneurs spread their effort between too many things and do not retain the focus needed. There are two important areas of focus. One is strategic focus for the business. The other is the ability of the business owner himself or herself to obtain and maintain focus.

How focused are you and your business? Do you have that laser beam focus that leads to business success?

Please read each statement and record your level of agreement on the scale of 1 to 5.

1 = Completely False
2 = Mostly False
3 = Neither True or False

4 = Mostly True
5 = Completely True

1 2 3 4 5

1. I do not know exactly the mission of my business so I find that it don't come up in my business' day to day operations.
2. I often find it difficult to make a decision and then stick to that decision like glue
3. Others have told me that I have a hard time keeping focused on by business's purpose
4. I am a person who becomes easily diverted and then does not have time to take care of important issues.
5. My business associates sometimes appear frustrated with me because I do not have good follow-through
6. I frequently feel bad because I do not feel able to balance the needs of all the shareholders (investors, employees, personal supports, etc.) of the business.
7. I do not typically spend much time planning how the pieces of the puzzle fit into the bigger picture.
8. My business strategy can be best described as 'spur-of-the-moment,' 'unstructured,' or 'spontaneous.'
9. It is a common experience to for me to feel frazzled, as if I am coming apart at the seams
10. I am someone who finds so many things interesting and compelling that it is hard to settle on one
11. My business's slow growth so far may be due to a lack of strategic direction for the company.
12. I often feel like I am running in multiple directions at once
13. I have been told that I need to 'slow down,' 'take a deep breath,' 'stop and think' or 'not do everything at once' on several occasions.
14. I find that I am always thinking of great new ideas, but that they do not often get implemented or carried through to completion.
15. I feel like I have to constantly juggle many tasks and I do not think I am a good juggler
16. My business has not really been performing optimally in its strategic niche.
17. When I know the best direction for a business decision, I sometimes have difficulty implementing the decision after it has been made
18. It is typical for me to think, 'what is wrong with me that I am doing so many things but so few things really well?'
19. I can see that there are important opportunities for my business, but I have not organized efforts to pursue them
20. I sometimes do not understand why it is so hard for me to be determined and committed to specific areas of the business.
21. When I think about my greatest challenges, one of the first things that comes to mind is my difficulty with maintaining attention and enthusiasm over the long-term
22. I would very much like to be able to feel centered and calm in my business more often.
23. My work associates have hinted that I should concentrate on either less tasks or a more important goal rather than spreading myself thin.
24. There have been several times lately when I found myself procrastinating or putting off the important activities that I needed to do.
25. I can become easily overwhelmed and I worry that this can make my employees, customers, or business associates feel stressed
26. My business could be better differentiated from our competitors if we directed our efforts strategically at fewer goals or target markets.
27. I know that I would be a better leader if I modeled focus and direction for my employees
28. If I had my choice, I would make myself be able to sustain attention and energy for longer periods of time
29. I can see how the business could be more successful if I were better able to provide clear direction for the company and keep everyone focused on achieving those goals.
30. I tend to get enthusiastic about new projects or business opportunities frequently but have difficulty maintaining that enthusiasm over the long term, especially if things do not seem to be happening as quickly as I want.

31. Name

32. Email

33: Tel No,

Thank you for taking the time to fill out the form - we aim to respond to your form within 2 working days