

Quiz: Are You Ready to Be a Consultant?

So, you're thinking about becoming a consultant – that outside 'expert' who advises and helps clients with projects for a fee? Here's a quiz to help you determine if you have the right stuff.

Rate your answers to the following questions with:

1= Never (No), 2=Rarely, 3=Sometimes (Somewhat), 4=Often, 5=Always (Yes)

	YOUR RATING
1. Can you walk into a room, approach someone, shake their hand and confidently explain who you are and what you do?	
2. Do you have a solid portfolio of columns you've written, articles you've been quoted in, speaking gigs you've landed and/or a popular blog?	
3. Are you the employee on staff who always wants to work on a new project, even when you already have too much on your plate?	
4. Are you comfortable working in an isolated environment where there are no people to chat with face to face for long periods of time?	
5. Do you have at least 5 years (10+ years is better) of experience in the corporate world?	
6. Do you have a fairly substantial nest egg to fall back on if you don't get paid for several months?	
7. Can you speak in front of people or give a presentation with ease and confidence?	
8. Are you good at gently nudging people to do what you want?	
9. Do you stand up for yourself or what's right in a situation?	
10. Are you comfortable working long hours, including nights and weekends?	
11. Do your bosses depend on you for ideas and strategy?	
12. Are you comfortable taking risks? For example, buying equipment or hiring someone before you can afford it or saying no to someone when you don't feel 100% confident that you're a good fit for the task?	
13. Can you switch gears fairly quickly from one task to another?	
14. Are you passionate about the success of the projects you work on?	
15. Do you make a point to read industry-related newsletters, blogs and articles for an hour per day so you can keep on top of the latest tools, skills, news, trends in your industry or area of expertise?	
16. Do you ever get phone calls from people asking if you do consulting work?	
17. When you listen to people, do you hear the words and ideas they are expressing instead of thinking about the next thing you want to say?	
18. Are you comfortable wearing multiple hats? In other words, can you be the IT person when your computer breaks down and the accountant when you need to itemize a bill?	
19. Is organization important to you? Can you find things easily?	
20. Do you view failure as an opportunity to improve, not to throw in the towel?	
TOTAL YOUR SCORE:	
SCORING KEY: 75-100 – Congratulations, you're ready! ● 50-74 – Hey, you're almost there 25-49 – You need some work ● 24 or less – Stay where you are	