

BUSINESS ANALYSIS WORKSHEET

This work sheet will help you determine how successful you will be if you enter a given business and sell a given product. Assign each business opportunity and product a column number. Answer each question along the left-hand side of the form assigning a rating of 1-3, with 3 being the strongest. Total each column after you've finished. The opportunity and product with the highest total points are your strongest candidates for success.

Business Opportunity	Business 1	Business 2	Business 3	Business 4
Relevance of your previous experience to opportunity				
Familiarity with daily operations of this type of business				
Compatibility of business with your investment goals				
Compatibility of business with your income goals				
Likely profitability of business				
Likelihood of business to meet your desire for personal fulfillment				
Projected growth for the industry				
Acceptability of risk level				
Acceptability of hours you will need to work				
Column Totals				
Product Marketability	Product 1	Product 2	Product 3	Product 4
Probability of use by target market				
Compatibility with image desired				
Competitiveness of price				
Number and strength of marketable features				
Probability that product will enhance sales of current line				
Projected stability of demand				
Ability to overcome seasonal or cyclical resistance				
Uniqueness of product				
Ability of business to obtain needed equipment				
Likely acceptance potential				
Ability of business to afford the development and production of product				
Column Totals				
Total Scores				