



Goal Setting Pretest

Answer the following questions by circling the best answer or providing your written reflections.

1. Goals are not really goals unless they are:
 - a. realistic
 - b. written down
 - c. measurable
 - d. all of the above.

2. _____ goals should be established first.
 - a. short term
 - b. intermediate term
 - c. long term

3. Family and business goals should be established solely by:
 - a. adult business owners and parents
 - b. consultants
 - c. creditors
 - d. none of the above

4. T F The value of a business philosophy and mission statement is that all owners and employees are aware of the norms and beliefs as well as the tasks to be accomplished by the daily effort.

5. T F Long term goals are the most important goals that can be formulated.

6. T F The first step in the goal setting process is prioritization of goals.

7. T F Conflict should be avoided whenever setting family goals because it causes unnecessary tension in the family.

8. T F Goals should be set periodically for only the business and family.

9. Elaborate on reasons why you have or have not written down business, family, and individual goals.

10. Discuss the greatest barriers to success facing your business in the next year, five years, and ten years.