

## FAMILY BUSINESS COMMITMENT QUESTIONNAIRE

The series of statements below represent possible feelings that individuals might have about their family business. Based on your own feelings about your family business, please indicate the degree of your agreement or disagreement with each statement by using one of the five responses below to rate each statement. The individual responses create material for a family discussion about the differences in individual commitment and why those differences occur.

*Response choices:*

1. Strongly disagree
2. Moderately disagree
3. Neither agree nor disagree
4. Moderately agree
5. Strongly agree

For each of the following statements, choose the number that best describes your situation.

\_\_\_\_\_ 1. I am willing to put in a great deal of effort beyond that normally expected in order to help the family business be successful.

\_\_\_\_\_ 2. I support the family business in discussions with friends, employees and other family members.

\_\_\_\_\_ 3. I feel loyalty to the family business.

\_\_\_\_\_ 4. I find that my values are compatible with the business' values.

\_\_\_\_\_ 5. I am proud to tell others that I am part of the family business.

\_\_\_\_\_ 6. There is much to be gained by participating with the family business on a long-term basis.

\_\_\_\_\_ 7. I agree with the family business' goals, plans, and policies.

\_\_\_\_\_ 8. I really care about the fate of the family business.

\_\_\_\_\_ 9. Deciding to be involved with the family business has had a positive influence on my life.

\_\_\_\_\_ 10. I understand and support my family's decisions regarding the future of the family business.

\_\_\_\_\_ **Total Points**

*Scoring:* Divide the total points by 10 to calculate the average score.