

# SHARK TANK:

## WOULD YOU GET THIS DEAL?

**Mindset Readiness Assessment** – Shark Tank just isn't about the Idea. It's about how you think.

**How to use:** Rate each statement from 1–5: 1 = Not there yet. 5 = I'm ready! Average scores for each mindset appear on the right.

**Opportunistic Mindset (Do you see the opportunity clearly?)**

- I can clearly articulate the problem and why it matters now \_\_\_\_\_
- I can explain why this opportunity is worth pursuing \_\_\_\_\_
- I can point to real world clues that others may be overlooking \_\_\_\_\_
- I can connect this idea to a larger trend or shift \_\_\_\_\_

Opportunistic Avg.

**Experimental Mindset (Have you tested and learned?)**

- I have run small tests or pilots to validate this idea \_\_\_\_\_
- I can explain what I have learned from those tests \_\_\_\_\_
- I have adjusted the idea based on real feedback or data \_\_\_\_\_
- I know what I need to test next \_\_\_\_\_

Experimental Avg.

**Critical Mindset (Can your idea withstand scrutiny?)**

- I can identify the biggest risks or weaknesses in my idea \_\_\_\_\_
- I have thought through what could cause this to fail \_\_\_\_\_
- I can defend my assumptions with evidence \_\_\_\_\_
- I am open to being challenged and can respond clearly \_\_\_\_\_

Critical Avg.

**Empathetic Mindset (Do you deeply understand the customer?)**

- I understand my customer's needs, pain points, and behaviors \_\_\_\_\_
- I have validated that people actually want this solution \_\_\_\_\_
- I can explain why customers would switch to this \_\_\_\_\_
- I have gathered real feedback from potential users \_\_\_\_\_

Empathetic Avg.

**Stewardship Mindset (Can you grow this responsibly?)**

- I have considered the long-term impact of this idea \_\_\_\_\_
- I understand the operational and financial realities of scaling \_\_\_\_\_
- I can make thoughtful decisions about trade-offs and growth \_\_\_\_\_
- I am thinking beyond short-term wins \_\_\_\_\_

Stewardship Avg.

## Interpretation & Reflection

This assessment is not here to tell you whether your idea is good. It is here to show which mindsets are strongest, and which ones need strengthening before you step into the tank.

These scores will not predict a deal, but they can show where your pitch is strong and where the sharks may press hardest. Higher scores signal strengths. Lower scores point to areas that may need more attention before you step into the tank.

- **High Opportunistic, Low Experimental — “I Love the Story. Show Me the Proof.”**  
You can spot and sell the opportunity, but you do not yet have enough evidence to back it up. The idea is compelling, but not tested enough to build confidence.
- **High Opportunistic, Low Critical — “Big Vision. Soft Underbelly.”**  
You can see the upside, but you may not have pressure-tested the risks, assumptions, or weak spots enough. The pitch is exciting, but not yet durable.
- **High Experimental, Low Empathetic — “You Built It. But Will They Buy It?”**  
You have tested the idea, but may be focusing more on whether it works than whether people truly want it. The solution may be feasible, but still miss the customer.
- **High Critical, Low Opportunistic — “You Found Every Risk Except the Reason to Care.”**  
You are strong at spotting problems and asking hard questions, but may not be framing the opportunity clearly enough. The analysis is sharp, but the upside is getting lost.
- **High Empathetic, Low Experimental — “You Know the Customer. Now Prove the Model.”**  
You understand the customer well, but you may still need stronger evidence that the solution works in practice. The insight is there, but the proof is thin.
- **High Stewardship, Low Experimental or Critical — “Responsible Vision. Unproven Business.”**  
You are thinking thoughtfully about growth and long-term impact, but the business may still need more evidence or sharper scrutiny before others believe in it.
- **Low Scores Across Several Mindsets — “Come Back After You’ve Done More Homework.”**  
This points to a readiness issue more than an idea issue. The concept may still be early, unclear, or underdeveloped. Start by clarifying the opportunity and identifying the next small step.
- **High Scores Across Most Mindsets — “You Might Be Tank-Ready.”**  
You may be more ready than you think. Your next challenge is not just the idea, but how clearly and confidently you communicate it under pressure.

This is not about perfection. It is about knowing where your pitch is strong and where it is vulnerable under pressure. Use your scores to identify the one gap that matters most right now. That is often what moves an idea closer to deal-ready.