Characteristics of an entrepreneur

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|  | There is no uniform, standardised, universally accepted definition of the entrepreneur. Neither, in all probability, is there one stereotypical model. However, it is generally believed that the successful entrepreneur possesses a special set of personal abilities and characteristics (traits). Amongst these are; |
| 1. Total commitment, determination and perseverance 2. Drive to achieve and grow 3. Orientation to goals and opportunities 4. Taking initiative and personal responsibility 5. Persistence in problem-solving 6. Honesty and a sense of humour 7. Seeking and using feedback 8. Internal locus of control 9. Tolerance of ambiguity, stress and uncertainty 10. Calculated risk-taking and risk sharing 11. Low need for status and power 12. Integrity and reliability 13. Decisiveness, urgency and patience 14. Coping with failure 15. Team builder and hero maker 16. High energy, health and emotional stability 17. Creativity and capacity to innovative 18. High intelligence and conceptual ability 19. Vision and capacity to inspire.   These behaviours vary according to the situation in which the entrepreneur is found but, importantly, they can be learned and/or acquired. |

**EVALUATE YOUR OWN ATTRIBUTES**

### Be honest with yourself. Apart from the fact that many people who set out to start their own business deceive themselves into believing they are the right sort of person, you will never develop your entrepreneurial capability unless you are aware of your limitations.

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| Do you have these attributes? | Yes/No | ***Which ones will you need to acquire? How can you do that?*** |
| Total commitment, determination and perseverance |  |  |
| Drive to achieve and grow |  |  |
| Orientation to goals and opportunities |  |  |
| Taking initiative and personal responsibility |  |  |
| Persistence in problem-solving |  |  |
| Honesty and a sense of humour |  |  |
| Seeking and using feedback |  |  |
| Internal locus of control |  |  |
| Tolerance of ambiguity, stress and uncertainty |  |  |
| Calculated risk-taking and risk sharing |  |  |
| Low need for status and power |  |  |
| Integrity and reliability |  |  |
| Decisiveness, urgency and patience |  |  |
| Coping with failure |  |  |
| Team builder and hero maker |  |  |
| High energy, health and emotional stability |  |  |
| Creativity and innovativeness |  |  |
| High intelligence and conceptual ability |  |  |
| Vision and capacity to inspire |  |  |