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**15/ENG02/040**

**COMPUTER ENGINEERING**

**COE 502**

**CYBERPRENEURSHIP ASSIGNMENT**

**Q1**

* **Creative**: Cyberpreneurship starts with an idea, to be successful, you need to always be thinking of new ideas and better ways of doing things which result to positive outcomes. They are not satisfied with status, they think outside the box and look for opportunities to come up with new solutions.
* **Motivated**: As a result of their passion for their ideas, cyberpreneurs are willing to put in long hours of hard work required to run a successful business. You must be in charge of your own time and how you spend it.
* **Future oriented**: Because they are focused on moving forward, they are always looking towards the future. They are very goal oriented and know exactly what they want.
* **Persuasive**: To be a good cyberpreneur you have to be understand business. If you are a people person and know how to get people to listen you, you could be a successful cyberpreneur. So cyberpreneurs need to use their persuasiveness to sell themselves and their ideas.
* **Flexible**: Cyberpreneurs know how to adapt to unfamiliar conditions. For example, if their business require they need to send an invoice or build a site, they’ll do it. Whatever it takes, cyberpreneurs are always ready and willing.
* **Decisive**: There is no room for procrastination in business, cyberpreneurs know that and what needs to be done and don’t hesitate to make the decisions that will lead them to success. They don’t let opportunities pass them by; instead they seize the day and get the job done.
* **Resourceful**: Cyberpreneurs also know how to make the most of what they have. Time, money and effort are never used haphazardly. There is a plan and purpose for everything.
* **Risk** **takers**: The best things in life are often found at the other side of a worthwhile risk, in that way the best business you can build maybe on the other side of possible failure. They don’t shy away from the unknown or uncharted they know that’s where the future sales and profits lie.
* **Customer is always right mentality**: Customers are why a business exists. Theirs sales dollars determine the success of any business, successful cyberpreneurs realize this early and capitalize on it by making their business about the customers because customers are more likely to switch to a competitor if they have a customer service concern compared to a price or product issue.
* **Self-investment**: You can’t make other people better unless you make yourself better first. Successful Cyberpreneurs make a point to carve out time from their calendar and money from their budget to invest themselves.

**Q2**

The COVID-19 pandemic has brought about disruptions across the world and is fast causing an unprecedented economic approach. But a time of crisis can also be a time of opportunity, although physical interactions have been halted, online connections aren’t. Therefore, this serves as the best time to venture into online entrepreneurship (cyberpreneurship). An idea I would like to work on is more like an indirect marketing tactics. Whereby you earn a commission (profit) by promoting a company’s or other people’s products. With this type of business, you don’t need to develop any product yourself, the highest you can do is to get or design a very good site to sell other people’s products and receive a commission for each product sold. And as the case may be since everything is going online as a result of the pandemic if you can arrest the attention of customers by having to advertise on other platforms to get them to order from your site you are good to go. It might look like a partnership but to an extent it’s not and also the advantage is not only to one company’s business; you can have as much as you want but it’s advisable you start small.