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**COE 502**

**QUESTION ONE**

1. **Future-oriented**

Because cyberpreneurs are focused on moving forward, they are always looking toward the future. Cyberpreneurs are very goal-oriented and know exactly what they want. They set their goals and everything they do is aimed at achieving those goals. Having a strong vision helps propel you toward accomplishment. Consider setting a goal for yourself - a north star that can guide you on your path to success.

1. **Persuasive**

To be successful in business, you have to know business. If you're a people person and know how to get people to listen to you, you could be a successful cyberpreneur. Especially when first starting out, entrepreneurs need to gain buy-in from those around them on their big idea. If it's an out-of-the-box idea, which it usually is, many people will be skeptical before giving their support or investing any money. That's why entrepreneurs need to use their persuasiveness to sell themselves and their ideas.

1. **Flexible** According to professional development coach Ruchira Agrawal in an article for Monster, "As an entrepreneur, you'll typically start out as a 'solopreneur,' meaning you will be on your own for a while. You may not have the luxury of hiring a support staff initially. Therefore, you will end up wearing several different hats, including secretary, bookkeeper and so on." Cyberpreneurs know how to adapt to unfamiliar situations. If their business requires that they learn how to build a website or send an invoice, they'll do it. Whatever it takes, entrepreneurs are ready and willing. They always approach things with an open mind and are willing to change course if they need to.
2. **Resourceful**

In business, problems aren't a matter of if, but when. Cyberpreneurs do not shy away from challenges or conflicts. Instead, they face them head on and come up with a solution. They know how to solve problems effectively. Cyberpreneurs also know how to make the most of what they have. Time, money and effort are never used haphazardly. Everything has a plan and a purpose.

1. **Creativity:**

Creativity gives birth to something new. For without creativity, there is no innovation possible. Cyberpreneurs usually have the knack to pin down a lot of ideas and act on them. Not necessarily every idea might be a hit. But the experience obtained is gold. Creativity helps in coming up with new solutions for the problems at hand and allows one to think of solutions that are out of the box

1. **Professionalism:**

Professionalism is a quality which all good cyberpreneurs must possess. A cyberpreneur’s mannerisms and behavior with their employees and clientele goes a long way in developing the culture of the organization. Along with professionalism comes reliability and discipline. Self-discipline enables an entrepreneur to achieve their targets, be organized and set an example for everyone

1. **Risk-taking:**

A risk-taking ability is essential for an cyberpreneur. Without the will to explore the unknown, one cannot discover something unique. And this uniqueness might make all the difference. Risk-taking involves a lot of things. Using unorthodox methods is also a risk. Investing in ideas, nobody else believes in but you is a risk too. Cyberpreneurs have a differentiated approach towards risks. Good entrepreneurs are always ready to invest their time and money. But, they always have a backup for every risk they take.. Also, evaluation of the risk to be undertaken is also essential. Without knowing the consequences, a good entrepreneur wouldn’t risk it all.
8. **Social Skills:**

A skillset is an arsenal with which an entrepreneur makes his business work. Social Skills are also needed to be a good entrepreneur. Overall, these make up the qualities required for an entrepreneur to function. Social Skills involve the following:

* Relationship Building
* Hiring and Talent Sourcing
* Team Strategy Formulation

**9. Open-mindedness towards learning, people, and even failure:**

A cyberpreneur must be accepting. The true realization of which scenario or event can be a useful opportunity is necessary. To recognize such openings, an open-minded attitude is required.. Any good businessman will know not to frown on a defeat. Try till you succeed is the right mentality. Failure is a step or a way which didn’t work according to the plan. A good entrepreneur takes the experience of this setback and works even hard with the next goal in line.

1. **And lastly, the customer is everything:**

A good entrepreneur will always know this; a business is all about the customer. How you grab a customer’s attention is the first step. This can be done through various mediums such as marketing and advertising It is also important that you know the needs of your customers. The product or service which is being created by your organization needs to cater to the needs of your consumers.

**QUESTION TWO**

In the light of this corona virus pandemic the number of personal protective equipment (i.e. hand sanitizers, hand gloves and face masks) is limited. My parents being medical professionals have easy access to this gear.

I would create an application that would contribute to solving this problem. The goal of this application would be to connect these PPE (Personal protective equipment) providers with readily available customers and make money in the process. I will be able to make profit via charges placed on every complemented transaction made on this application.

Below are the steps I would use to achieve this

1. Get a feel of the market
2. Align my idea with successful applications.
3. Design my application’s experience
4. Register as a developer.
5. Find prospective programmers.
6. Sign NDA and hire my programmer.
7. Start coding.
8. Test my application.
9. Post my application to the market.
10. Market my application.