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**QUALITIES OF AN ENTREPRENEUR**

Successful business people have many traits in common with one another. They are confident and optimistic. They are disciplined self starters. They are open to any new ideas which cross their path (Side note: [Rich20Something is a great book about this](https://www.amazon.com/Rich20Something-Ditch-Average-Start-Business/dp/0143129384/ref=sr_1_1?ie=UTF8&qid=1481749904&sr=8-1&keywords=rich20something), it covers the mindset of millennial entrepreneurs). Here are ten traits of the successful entrepreneur.

**1. Disciplined**

These individuals are focused on making their businesses work, and eliminate any hindrances or distractions to their goals. They have overarching strategies and outline the tactics to accomplish them. Successful entrepreneurs are disciplined enough to take steps every day toward the achievement of their objectives.

**2. Confidence**

The entrepreneur does not ask questions about whether they can succeed or whether they are worthy of success. They are confident with the knowledge that they will make their businesses succeed. They exude that confidence in everything they do.

**3. Open Minded**

Entrepreneurs realize that every event and situation is a business opportunity. Ideas are constantly being generated about workflows and efficiency, people skills and potential new businesses. They have the ability to look at everything around them and focus it toward their goals.

**4. Self Starter**

Entrepreneurs know that if something needs to be done, they should start it themselves. They set the parameters and make sure that projects follow that path. They are proactive, not waiting for someone to give them permission.

**5. Competitive**

Many companies are formed because an entrepreneur knows that they can do a job better than another. They need to win at the sports they play and need to win at the businesses that they create. An entrepreneur will highlight their own company’s track record of success.

**6. Creativity**

One facet of creativity is being able to make connections between seemingly unrelated events or situations. Entrepreneurs often come up with solutions which are the synthesis of other items. They will repurpose products to market them to new industries.

**7. Determination**

Entrepreneurs are not thwarted by their defeats. They look at defeat as an opportunity for success. They are determined to make all of their endeavors succeed, so will try and try again until it does. Successful entrepreneurs do not believe that something cannot be done.

**8. Strong people skills**

The entrepreneur has strong communication skills to sell the product and motivate employees. Most successful entrepreneurs know how to motivate their employees so the business grows overall. They are very good at highlighting the benefits of any situation and coaching others to their success.

**9. Strong work ethic**

The successful entrepreneur will often be the first person to arrive at the office and the last one to leave. They will come in on their days off to make sure that an outcome meets their expectations. Their mind is constantly on their work, whether they are in or out of the workplace.

**10. Passion**

Passion is the most important trait of the successful entrepreneur. They genuinely love their work. They are willing to put in those extra hours to make the business succeed because there is a joy their business gives which goes beyond the money. The successful entrepreneur will always be reading and researching ways to make the business better.

Successful entrepreneurs want to see what the view is like at the top of the business mountain. Once they see it, they want to go further. They know how to talk to their employees, and their businesses soar as a result.

**11.A Doer Rather Than A Sayer**

Many people sit and dream, but an entrepreneur actually takes action and turns their dreams into a reality. You can’t just think about great business ideas and have them magically happen; you’re going to need to actually put in some hard work. As what Fred D. Winchar, President of Max Cash Title Loans[12] says,

**12.A Jack-Of-All-Trades**

An entrepreneur wears a lot of different hats in their business. Early on in your business, you may be in charge of sales, customer service, accounting, marketing, manufacture, and other tasks all by yourself. You will definitely need to be able to budget your time and complete multiple different tasks.

On what makes you a great potential entrepreneur, Steven Benson, Founder and CEO of Badger Maps[11] says,

**13.No Fear For Hard Work**

You’re willing to roll up your sleeves and get your hands dirty. Entrepreneurs often put in 60 or 80 hour weeks in the first year of their business! If that sounds unappealing to you, you may want to stick to a salaried job working for someone else. Deborah Sweeney, CEO of MyCorporation.com[15], says,

**14.Knowledge and Skill** – Do you possess the relevant skill that can convert your idea into revenue? If you want to start a software developing company, you should understand the software business.

**15.Risk Taker** – You must willing to take some risk. Unfortunately, there are lots of uncertainties in a new business. You’ll need to prepare for the responsibilities of whatever happened to your business.

**16.Relationship Manager** – As the CEO / President of the firm, you will meet different stakeholders including customers, vendors, employees, professionals such as lawyers, accountants, bankers etc. Some customers can be demanding whiles vendor and consultants could be unreliable. Can you manage them? Think about it.

**17.Do you some Savings** – You may not be receiving any salaries in the early life of the business and your personal bills will still come. That is why most expert advice that you save at least 6 months living expenses in addition to your startup cost. This is more important if you will resign from a full-time job to start your own shop.

**18.Work Overtime without pay** – Yes, there is no 8 am to 5 pm anymore. Sometimes you will work till 1 a.m. to meet deadlines. I not also proposing that work life balance is not important at this stage.

**19.Self-Conﬁdent –** You have to understand that some people may not encourage you to pursue this journey. I already told you that there is risk in a new business, and that’s what they will tell you too. If you are going to be successful entrepreneur, you have to believe that you are capable of making it happen

**20.Persistence** – Once you put your mind to something, do you stick to it? Don’t give up, because failure is an exams which many successful entrepreneur have taken over and over again.

**21.Self-assurance**

Planning is the source of self-confidence. Foreseeing the events prior is part of business planning which instills you with confidence. Expertise is also helpful in building self-confidence.

**22.Devotion**

The most encouraging factor of an entrepreneur is devotion. The entrepreneur works day and night to achieve their goals.

**23.Having a vision, a goal**

A good entrepreneur is always setting goals. More importantly, a good entrepreneur asks key questions: what vision do I have for my business? Why do I want to become an entrepreneur? If you’ve managed to shape a vision, you’ll know how to keep your eye on the target throughout your venture to entrepreneurship.

**24. Being determined, persevering and patient too**

Determination and perseverance and often listed as factors in the success of entrepreneurial projects! **There has never been a success story without setbacks, failure, effort, a hunt for solutions and other surprises1**.

So if you tend to fear failure and throw up your hands without a fight, entrepreneurship might not be for you. Failure happens all the time, and what’s important is drawing out the lessons that will help you forge ahead.

**25.Taking action and knowing how to make choices**

Decidedly, entrepreneurs are action-oriented. A good entrepreneur isn’t the type to wait until things get *themselves*rolling. If you would say you need to act to succeed, you’re headed in the right direction!

From here on out, if you have the entrepreneurial knack, you will be capable of upholding your responsibilities by making decisions – on small, strategic, or everyday matters. Even if sometimes you may need to make quick decisions with a trace of doubt or uncertainty…

**26. Having a hunger for learning and being curious**

Entrepreneurs have a visceral and insatiable need to always dig farther (for themselves and their employees). They naturally very curious and on the lookout (who knows, maybe they’ll find their next idea in the pages of a waiting room magazine!). An entrepreneur’s curiosity helps them challenge their own ideas. So ask yourself this: am I prepared to go beyond the fear of the unknown? If so, you can shop around for new ideas to pick up on.

**27.Being passionate**

Starting a business is a complex undertaking and the road to entrepreneurship has its share of pitfalls. Being passionate is a powerful motor to keep you moving forward: passion pushes you to do good work, have fun, and not give up too quickly.

### 28.**Being able to work in a team and delegate tasks**

During your journey, you’ll need to seek out the skills you don’t possess in associates, partners, employees and service providers, or perhaps simply delegate if you want to focus your energy on the important jobs.

To do so, you need to be able to share your vision and communicate effectively in order to convince others, oversee and monitor their work, motivate them, etc. You also need to know how to juggle between tasks/jobs/meetings…