

# ENTREPRENEURSHIP



## History of Entrepreneurship

### European capitalism and entrepreneurship

- The United States is a product of immigrants seeking a better life with unlimited opportunities.
- Entrepreneurship is rooted in our country, founded by risk takers who believed in new opportunities.
- America created wealth through the enterprise, based markets, and business creativity.
- Small business generated an average of 130,000 small businesses between 1988 and 1994.
- The United States has the world's largest venture capital business accounting for almost 95% of our GDP.

### Joseph Schumpeter's The Theory of Economic Development (1918)

- Innovation drives equilibrium change in development.
- Entrepreneurship increases the rate profile through creative destruction.
- Big companies reduce competition, and optimal allocation comes from the concentration of resources.

### Peter Drucker's Innovation and Entrepreneurship (1985)

- Legitimate entrepreneurship as a business without restrictions.
- Multi-institutional & disciplined business practices with professional education.
- Many of the economic processes have been replaced by technology & innovation.

### Small Business Administration founded in support of entrepreneurship education (1980s)

- Set up under the name of Young Men's Christian Association of America (YMCA).
- Developed an education and entrepreneurship to foster economic independence.
- Supports grants, scholarships, and programs such as Start-Up and My Small Business.

### Entrepreneurship as Education

- The Jeffrey Pfeffer Institute of California introduced entrepreneurship education in 1988.
- Purdue University started the first US academic research conference in 1976.
- First college courses and business plan competitions held at Babson College and University of Texas at Dallas in 1982.

## Entrepreneurs

### The entrepreneurial mindset

- An entrepreneurial mindset is the one best common to all entrepreneurs.
- It's an ability to recognize opportunity and the willingness to take a risk.

### Entrepreneurs use their imagination and creativity

- They identify problems and develop opportunities (Chesley, 1988).
- Opportunity recognition is influenced by experience, information, and social networks.
  - Entrepreneurs expect a high level of uncertainty with the potential of success.
- Entrepreneurs visualize what they would like to accomplish and identify the path.
  - Entrepreneurs think outside the box, breaking the rules, creating and reinventing.
  - Creativity in connecting things creates people and new technology (Chesley, 1988).

### Reasons to be an entrepreneur

- Freedom of time
- Flexibility
- Flexibility

### Personal values

### Benefits of being an entrepreneur

- Independence
- Flexibility
- Self-reliance
- Personal growth

### Qualities of being an entrepreneur

- Education
- Financial literacy
- Patience
- Long focus
- Network or personal relationships

### Entrepreneurship depends on the support of other people and networks

- Entrepreneurs create advisory committees and key groups.
- Networks provide connections and building beneficial relationships.
- Circle management through advisory committees and social networks.
  - Responsibility (acknowledging made or wronged market share or market relationships).
  - Managing ethical dimensions (Ethics, BSA/NA, "not right" work).
- Take advantage when an a good fit affects networking.
  - People have appreciation and respect.
  - Can others realize, "You just" affects network.

- Talk to most of the other persons in network.
- Network in the other person or create team.

### Opportunity is an idea combined with the four business characteristics

- Business environment
- Works in the business environment
- Can be executed in the market of opportunity
- Business or skills needed to create the business are available

### Entrepreneurs identify opportunity and design factors to create value

- Other traits of entrepreneurs vary individually by degree.

- |   |   |
|---|---|
| <ul style="list-style-type: none"> <li>Adaptability</li> <li>Optimism</li> <li>Leadership</li> <li>Confidence</li> <li>Communication</li> <li>Compassion</li> <li>Self-motivation</li> <li>Persistence</li> </ul> | <ul style="list-style-type: none"> <li>Adaptability</li> <li>Optimism</li> <li>Communication</li> <li>Self-motivation</li> <li>Resilience</li> <li>Provision</li> <li>Resilience</li> <li>Resilience</li> </ul> |
|---|---|

- Opportunity recognition, identification of a problem or need people want and are willing to pay for.
- Family structure and financial status matter.
- Open mindset of opportunity entrepreneurs can individually occur anytime.

### TIPS) from master entrepreneur Jack Welch, who has founded more than 70 companies and has written extensively about entrepreneurship

- Find a need and fill it.
- Understand your strengths and weaknesses.
- All business is personal.
- Be your own reward.
- The closer to the bottom we start, the more results, and the more.
- Share it quickly.
- Scale your business plan to your ability to finance it.
- A great product is one that only you can't get your eye off in the long.
- Remember the three P's: passion and paying back the profit.
- Find something other than just food and rent.
- Buy better you, make the better you'll get.
- Stay focused, and be able to pivot at a moment's notice.
- The ability to make decisions and taking a company.

### Based on background, experience, and knowledge

- Marketplace changes, problems, technology, and social competition.

- Recognition of risk.
  - Willingness to fail.
  - Financial risk of loss.
  - Acts of God (unavoidable injury, natural disaster).
  - Market changes in technology, competition.
- How government can create a problem or opportunity.
  - Not a problem in the marketplace being implemented opportunity or quality.
  - Response to need or demand through entrepreneurs creating quality under pressure.

- Realization that people of customer goals and shared by customer (individuals) commitment.
- Business using other government techniques (taxes, education, infrastructure).
- Using a creative process to generate a solution to a problem or think out a useful idea.

- Importance of skills in buying or selling the same thing that brings innovation.
- Business can be an art, science, and be more creative.
- Financial/institutional entrepreneurs in something that they love to do.
- What can get through problems and business from

"Every single person I know who is successful at what they do is successful because they love doing it."  
—Sam Walton

### Types of entrepreneurs

- Opportunist:** Small business with schedule defined by customer (individuals) commitment.
- Market:** Entrepreneur who build one business then another, technology-driven.
- Efficiency:** Focused on the living patterns of the customer (not long, a focus-based solution).
- Market:** All business is controlled on the business, including entrepreneurs, and marketing.
- Market:** Can be successful in the quality that business can bring money and building a better world.
- Market:** Focuses on solving the problem, connecting people or providing the connection.
- Market:** Works for a company, but understands the need to know right.

# Entrepreneurship Study Guide

**Shasha Hu**



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