

Overhead 1-C: Major characteristics of the entrepreneur

- Entrepreneurial traits in a text
- Entrepreneurial traits when interviewing an entrepreneur

Text traits

- Desire for responsibility
- Preference for moderate risk
- Desire for immediate feedback
- High level of energy
- Future orientation
- Skill at organizing
- Value of achievement over money
- High degree of commitment
- Tolerance for ambiguity
- Flexibility

Source: Zimmerer, Thomas W. and Scarborough, Norman S., *Essentials of Entrepreneurship and Small Business Management*, Prentice Hall, 2005.

Entrepreneurial traits - What entrepreneurs say:

- Tenacity and drive
- Opportunity "vision"
- Passion
- Relationships
- Judgment

Source: Frey, Katherine Korman. "T-SET: The Successful Entrepreneurial Traits". *Whitepaper*, 2004.