

For me, I would say an entrepreneurial leader is a person who can seize opportunities, take action, benefit people, and is willing to take risks for their business. Distributing our work is also crucial during team assignments. Given the fact that we are in different time zones, we need to divide our work effectively, ensuring everyone has their part of the tasks. When we were making the team assignment on practicing entrepreneurship, I patiently distributed different tasks to our teammates, demonstrating my leadership throughout the teamwork process.

In fact, we encountered countless difficulties in our group work. These were not only due to time zone differences, but also because some people were unable to enter the meeting room due to equipment problems. At the beginning, we even had no clue about the project we were going to undertake. For example, we didn't know the most appropriate way to provide educational resources for children in rural areas due to various concerns at first. However, we changed our problem statement from providing an educational course to providing children with reading materials. This was a more practical way to solve the problem by setting up our own online second-hand bookstore. As high school students, we recognized our limited capabilities and lack of substantial resources. Therefore, we decided to leverage the growth of the internet to open an online second-hand bookstore. People can choose to buy a book for a child in the mountainous regions. This way, we can not only generate profit but also contribute to our community and help rural children in China. That is the whole process of our teamwork. We found the problem and solved it by communicating with each team member, who provided diverse perspectives from different angles. This experience will help me in the future. Whenever I encounter the same problem lying ahead, I believe I can handle them with ease.

What interested me the most was the pizza shop example as a business model. Consumers can either choose to buy the pizza for homeless people or buy for themselves to eat. Our team continues to learn from the successes of other business examples in the entrepreneurship program, as well as what our professors teach in class. Therefore, we finally came up with an additional idea for our online bookstore, using the same business model as the pizza shop, giving options for consumers to buy a book for those kids who live in rural areas and can't have access to high-quality educational resources.

Initially, I was not traditionally thought of as a leader, willing to take risks, open-minded, extrovert, and so on, so I wasn't thinking of myself as a leader. However, after starting the classes, I believe what made me change my mindset, later on, is that a leader is always learning more about their effectiveness, seeking their own strength by self-assessment, so no matter how different you are, developing your own authentic leadership by knowing yourself with precise position and learning from others with different areas.

For the last part, which is my SMART goal that will help me to be an entrepreneurial

leader. My goal is to further develop our team's project, promoting quality education by setting up our own second-hand bookstore. According to the book written by Postiglione, he turned the rural school he saw into a book. He mentioned the school building is dilapidated and they lack basic supplies such as dictionaries. Then, another research shows that nearly half of the people will directly discard their old books, or leave them idle in the room, which causes a waste of resources. It's disheartening to see that while a large proportion of people discard their old books, there are children in these remote areas who yearn for these very resources. So this is the reason why I set up the goal, promoting quality education to everyone.

So, how will I know whether the goal I set is measured? By counting the books we delivered to rural areas, calculating the profit generated by our second-hand bookstore, and seeking the number of schools we helped. I probably spend a significant amount of time on improving the project, approximately 7 hours per week, including running the program, making a prototype, and receiving feedback. The head of the village school we've contacted so far has also approved of our program, but he wants us to focus on spending time on this project.

For the achievable part of my SMART goal, given the fact that we are still high school students, we didn't have enough funds to start the business, so we decided to seek organizations such as schools and communities that can cooperate with our business projects. So far, our business proposal is realistic to some extent because we have already made a prototype, created a start-up budget, and prepared a rocket pitch for our website.

For the reason why I have set the goal of further implementing our website, I have mentioned earlier. This goal also matches my other efforts related to quality education, including volunteering teaching offline in Jinzhai town in China and doing both online volunteering teaching online for students in Guangdong town. I believe quality education can also have a good ripple effect on other UN global goals. With higher educational resource access to everyone, there is higher productivity in working and employment rate.

Truth be told, I didn't measure the exact time that the work will be accomplished due to different circumstances such as emergencies. But for now, what I could do is to start our project initially by making plans on our rocket pitch, first draft start-up budget and the prototype. I know it is a tough process for us because we haven't started the project before, but we are still shaping our initial business model with our mindset. In the following six weeks, I will keep on track with our team members about our business model on establishing the online platform for second-hand book selling.