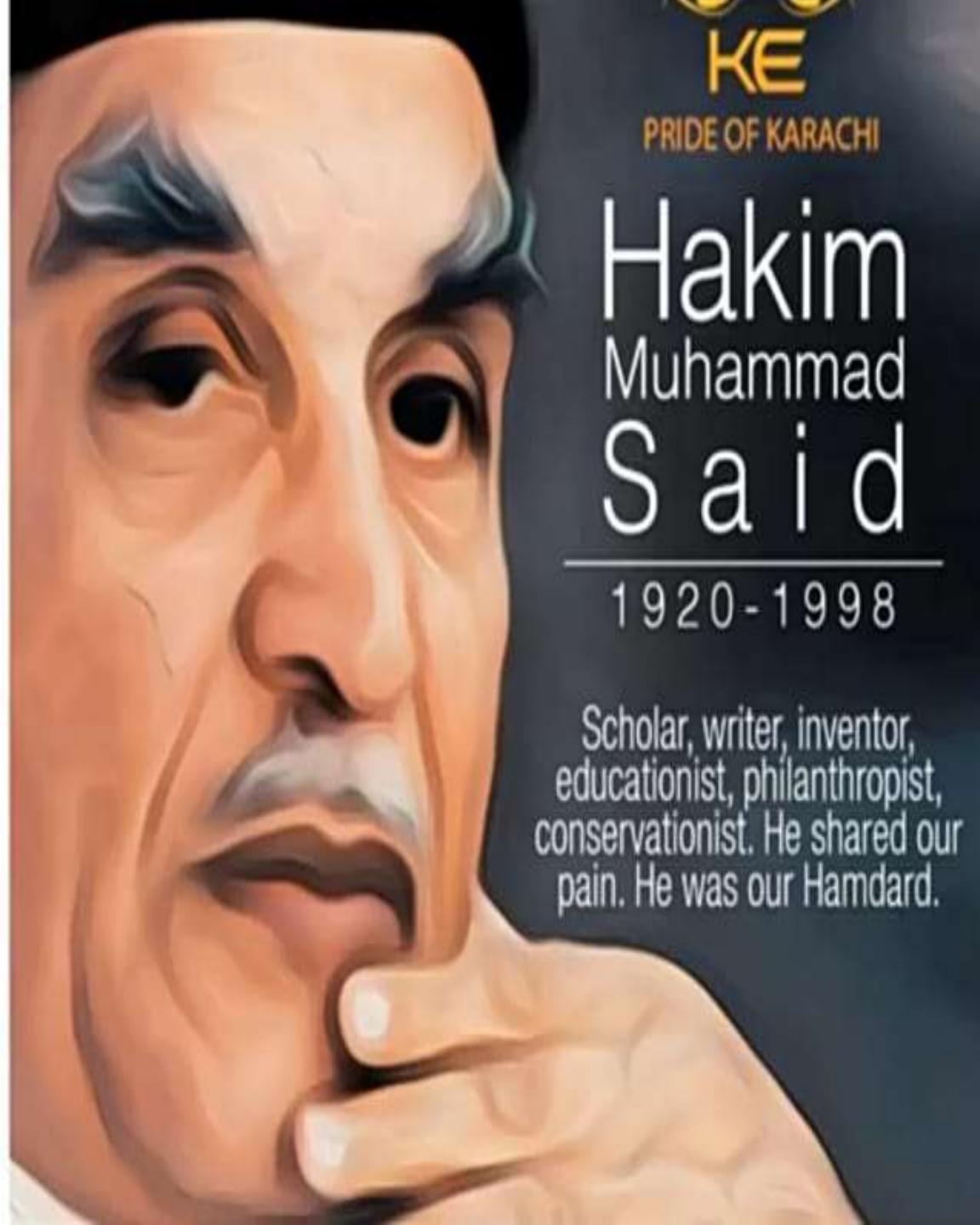




- Mukesh Ambani is **India's richest business tycoon**.
- His net worth?
- **\$116 billion**.
- Ambani is the chairman and managing director of Reliance Industries. While he didn't found the company, he helped turn it into what it is today:
- The largest retailer in India.
- How did it all start?
- Mukesh is one of Dhirubhai Ambani's four kids. His dad began with humble beginnings as a gas station worker in Aden, Yemen. But as things got tense in Aden, the family moved to Bombay. They settled in a chawl — a type of cheap housing found in western India. To make ends meet, Dhirubhai Ambani and a cousin founded Reliance Industries.
- At the time, it was a small textile manufacturer. But that would soon change...

- In 1981, Mukesh stepped into the family business.
- Under his watch, Reliance didn't just grow — it exploded into various sectors:
- Petrochemicals
- Energy
- Textiles
- Retail
- Telecommunications
- Besides his business ventures, Ambani is also a big sports fan. He owns the Mumbai Indians cricket team, and he even founded the Indian Super League for football.



KE  
PRIDE OF KARACHI

# Hakim Muhammad S a i d

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1920-1998

Scholar, writer, inventor,  
educationist, philanthropist,  
conservationist. He shared our  
pain. He was our Hamdard.

Few Famous  
Entrepreneurs





Next Big Thing is  
“YOU”

According to  
Global  
Entrepreneurship  
Monitor:



100 million businesses are  
launched each year.



That is 11,000 per hour.



## Quick Facts

- Annual creation of 600,000 to 800,000 new companies
- More employees work for entrepreneurial ventures than any other sector in the economy
- No sector of the U.S., and world, economy has been as vital, dynamic, and creative as entrepreneurship
- Think:

# Indications of Increased Interest in Entrepreneurship

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## Books

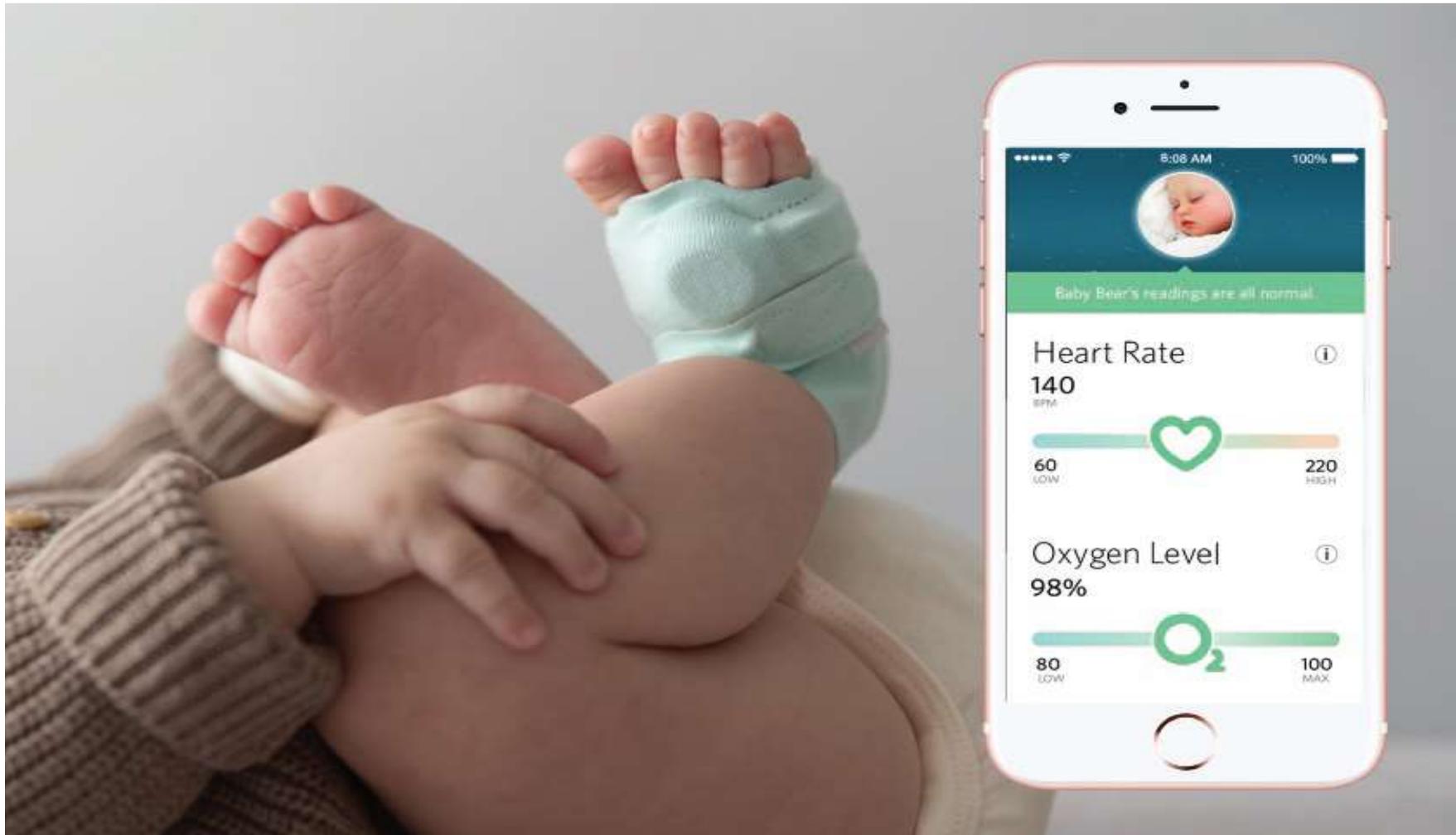
- Amazon.com lists over 45,000 books dealing with entrepreneurship and 118,000 focused on small business.

## College Courses

- In 1985, there were about 250 entrepreneurship courses offered across all colleges in the United States.
- Today, more than 5,000 entrepreneurship courses are offered in two-year and four-year colleges and universities in the United States.

# PART 1

## Decision to Become an Entrepreneur



# What Is Entrepreneurship

- The word *entrepreneur* derives from the French words *entre*, meaning “between,” and *prendre*, meaning “to take.” The word was originally used to describe people who “take on the risk” between buyers and sellers or who “undertake” a task such as starting a new venture.<sup>6</sup> Inventors and entrepreneurs differ from each other. An inventor creates something new.

# What is Entrepreneurship?

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Academic  
Definition  
(Stevenson)

Entrepreneurship is the process by which individuals pursue opportunities without regard to resources they currently control.

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Venture  
Capitalist  
(Fred Wilson)

Entrepreneurship is the art of turning an idea into a business.

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Explanation of  
What  
Entrepreneurs  
Do

Entrepreneurs assemble and then integrate all the resources needed—the money, the people, the business model, the strategy—needed to transform an invention or an idea into a viable business.

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# What is Entrepreneurship?



MORE THAN JUST THE  
CREATION OF A BUSINESS; IT  
ALSO INCLUDES THE  
GENERATION AND  
IMPLEMENTATION OF NEW  
IDEA.



IT IS ABOUT BEING A DYNAMIC  
THINKER AND OPERATOR WHICH  
INCLUDES EFFECTIVE  
COMMUNICATION TO ALL OF  
YOUR STAKEHOLDERS



**PROBLEM**

**SOLUTION**

Entrepreneur

Problem





Solution



## Corporate Entrepreneurship

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- Is the concept of entrepreneurship at the firm level.
- All firms fall along a conceptual scale that ranges from highly conservative to highly entrepreneurial.
- The position of a firm on this range is referred to as its entrepreneurial intensity.
- Corporate entrepreneurship refers to the entrepreneurial activities carried out in large corporations

# Corporate Entrepreneurship

- Entrepreneurial Firms
  - PROACTIVE
  - INNOVATIVE
  - RISK TAKING
- Conservative Firms
  - WAIT AND SEE POSTURE
  - LESS INNOVATIVE
  - RISK ADVERSE