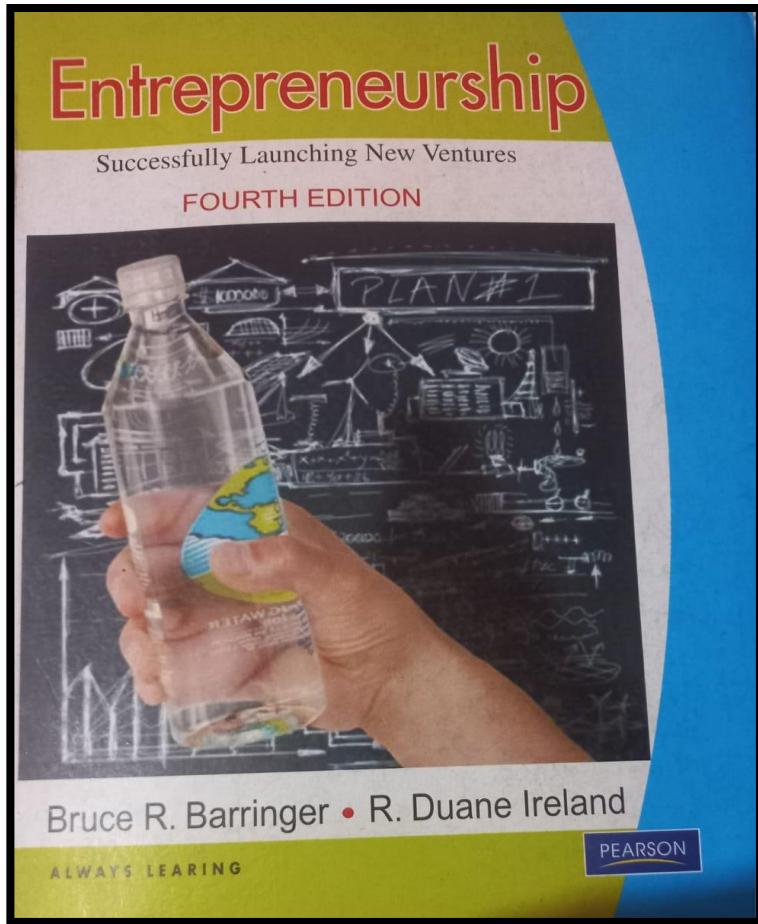




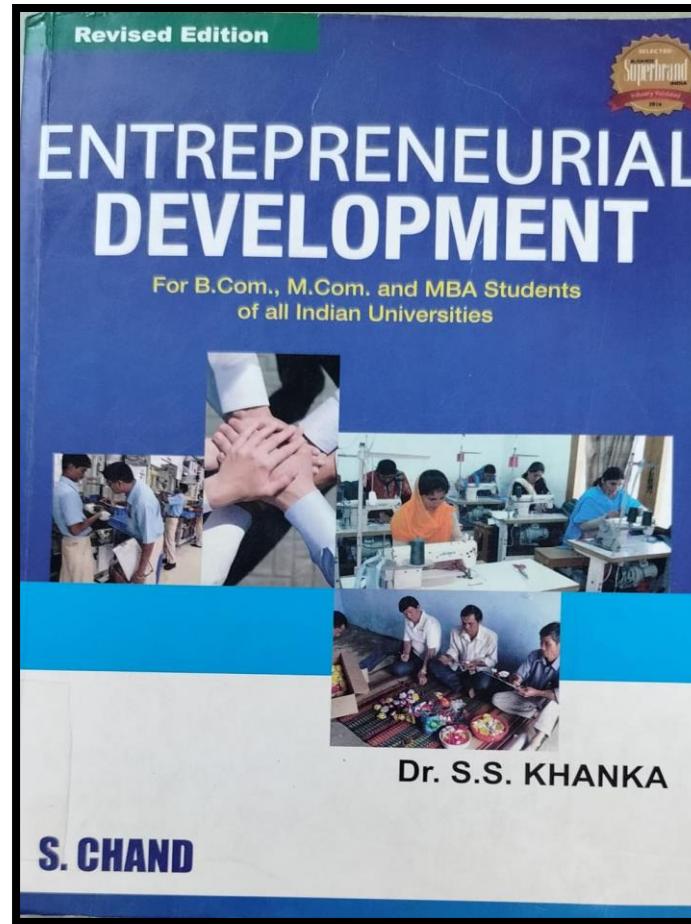
Chapter 01: *Entrepreneur & Intrapreneurship*

November 13, 2025 (Thursday)

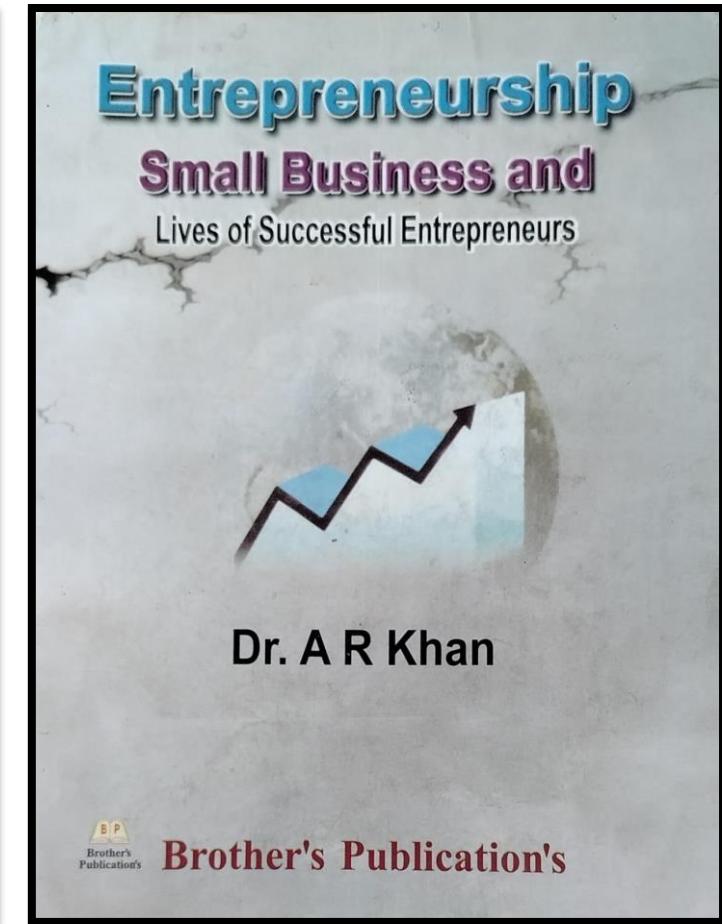
Reference Books



Bruce R. Barringer



Dr. S.S. Khanka



Dr. A. R Khan

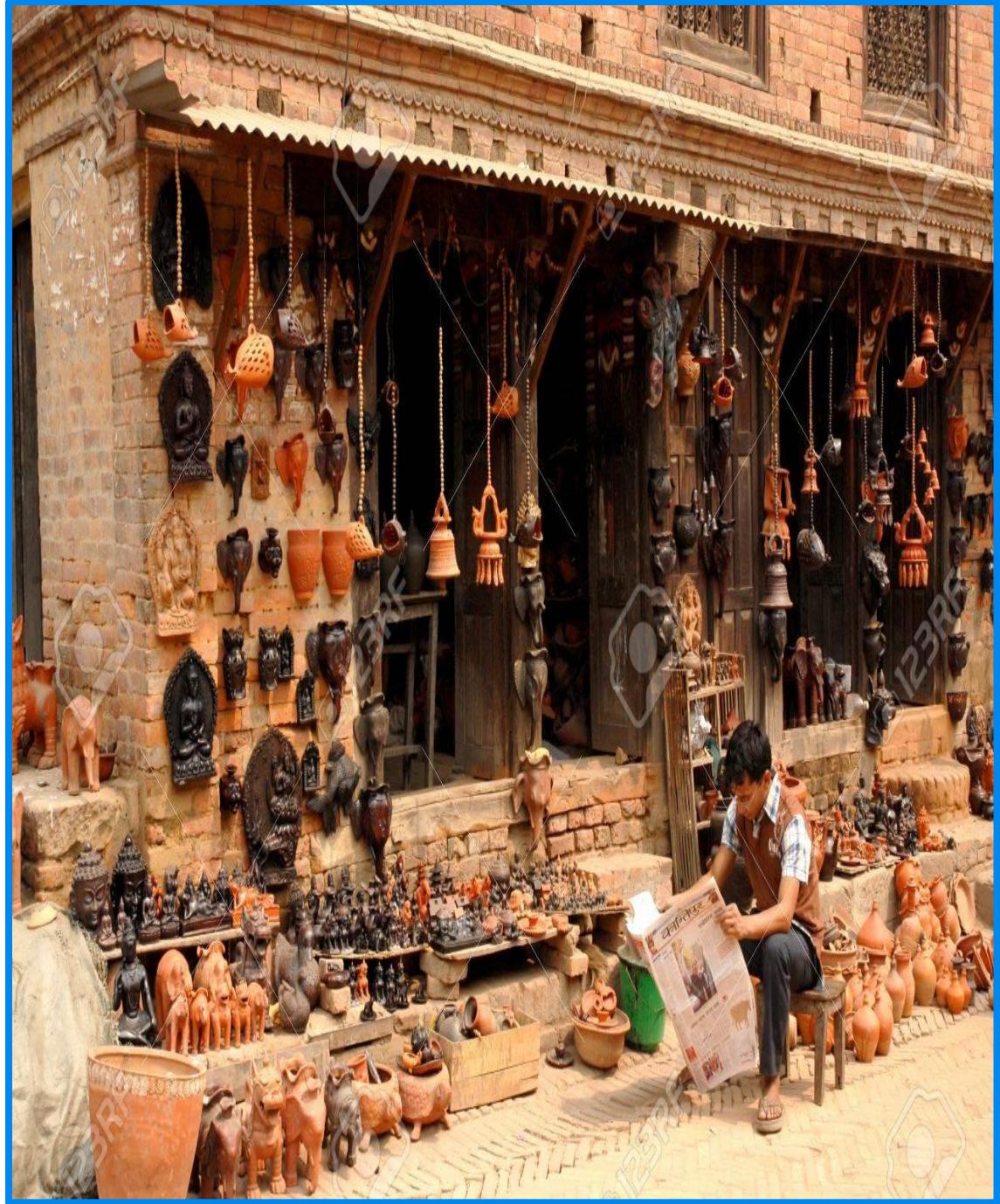
Agenda

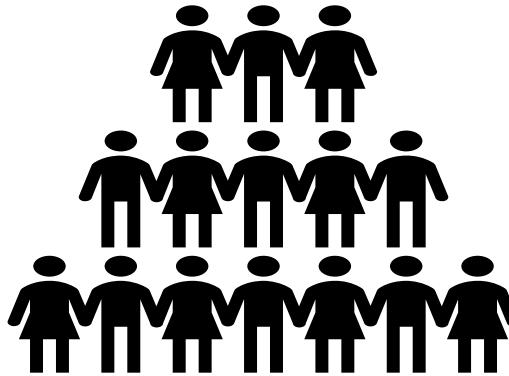
After completing the Chapter, you will learn about:

1. Business
2. Entrepreneur & Intrapreneurship Meaning
3. Features of Entrepreneur & Intrapreneurship
4. Qualities of an Entrepreneur
5. Classification of an Entrepreneur
6. Managers Vs. Entrepreneurs
7. Entrepreneurship Vs. Intrapreneurship
8. Ethics & Social Responsibility of Entrepreneurs









What Is Business?

Ques.01

**Business, Entrepreneur,
Entrepreneurship?**

- ❖ is coming from the Latin word, which means “*being busy in any work*”.

According to Steven J. Skinner:

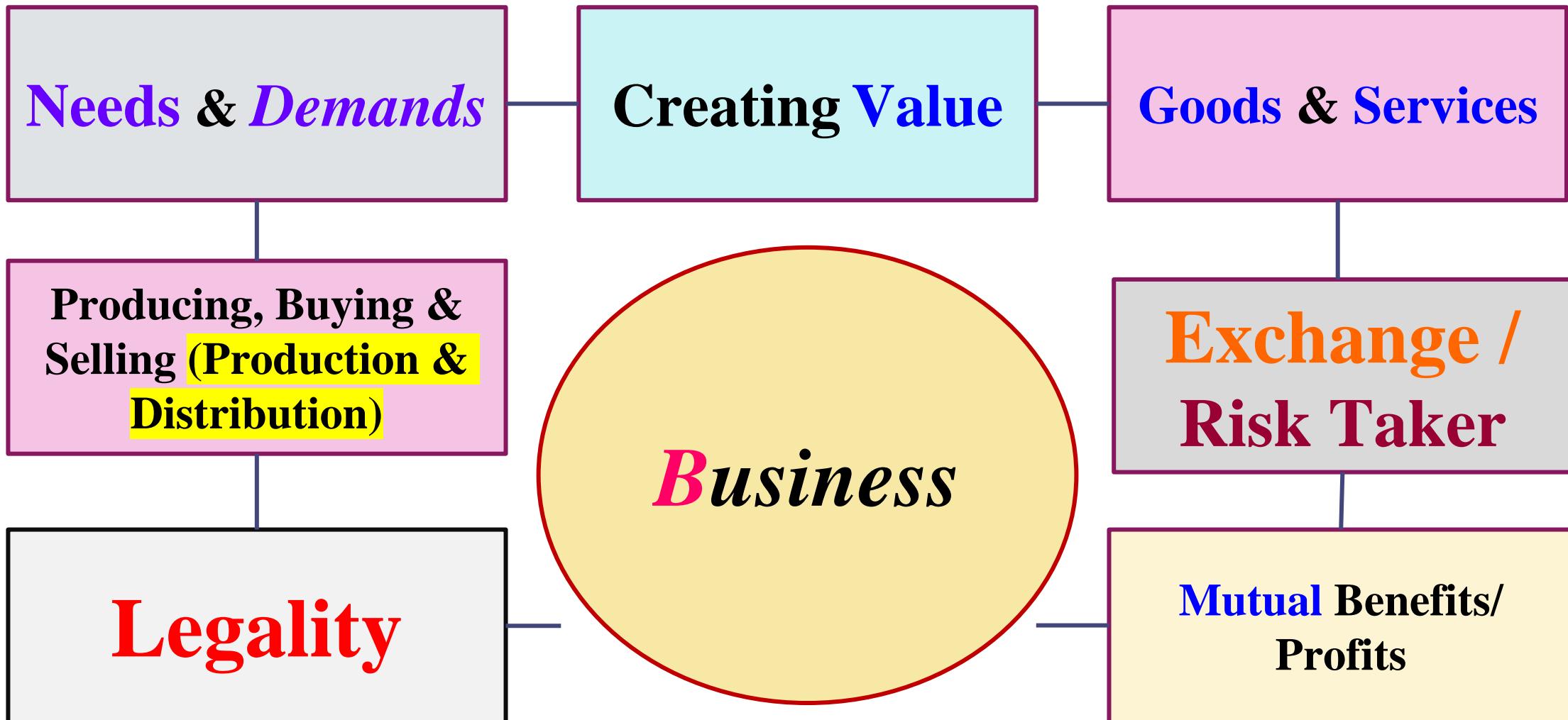
Business is **creating value** through the **exchange of** goods and services **to satisfy** customer needs and provide **mutual benefit or profit**.

Business

- ❖ Business includes those **human activities** relating to the **production & distribution** of goods, services, and **ideas** with a view to earning profit.

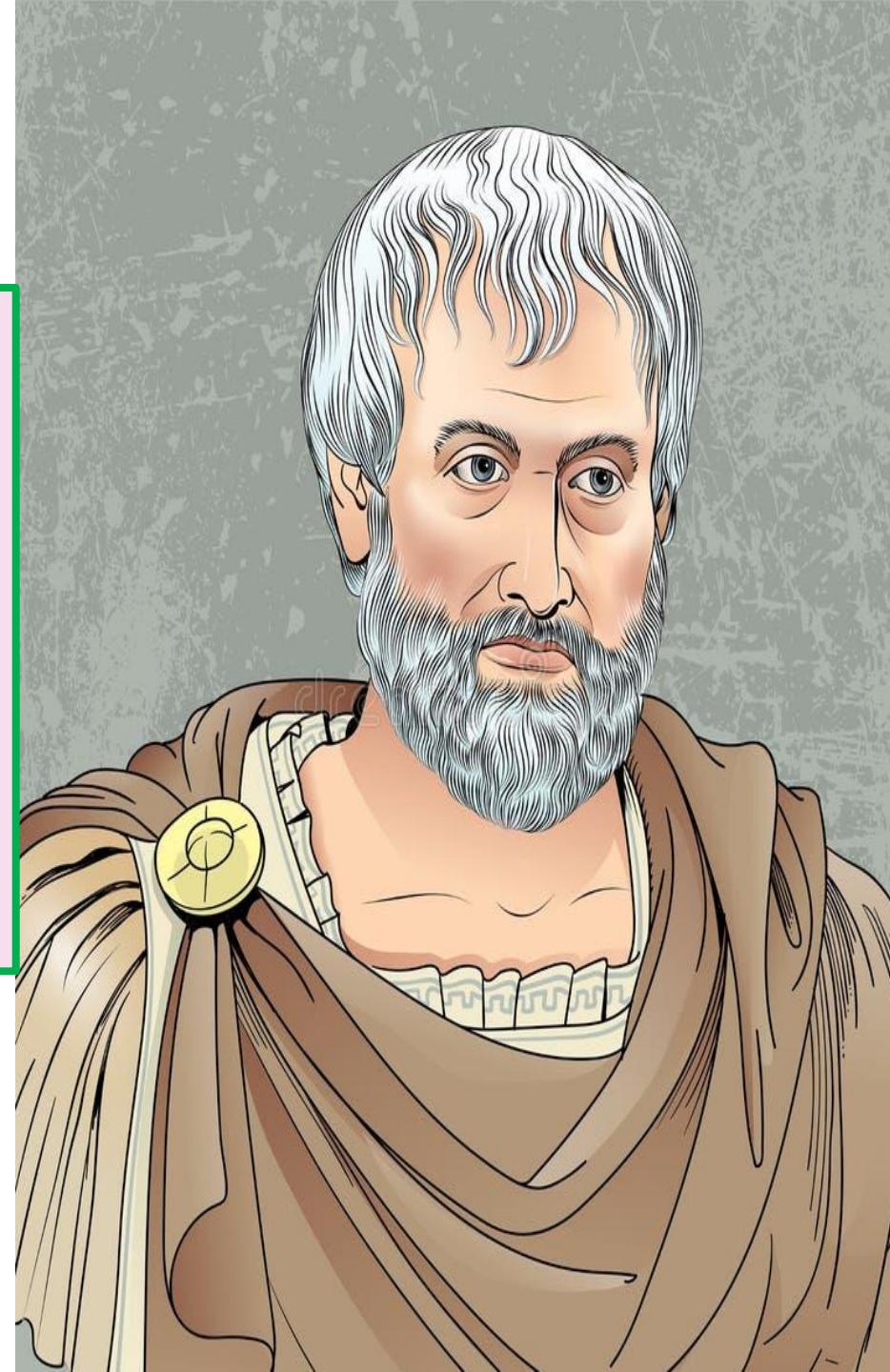
(Roger W. Babson)

Business



*“The secret of
business is to know
something that
nobody else knows.”*

Aristotle, Greek Philosopher



Entrepreneur

- i.one who starts his/her **own new & small business.**
- ii. **“Risk-takers”** who aggressively seek to make something happen

A person who organizes, runs, and takes the risks of a small business.

(Steinhoff D & Burgess)

Continued to.....

..... *a person who takes the risks necessary to organize & manage a business and receives the financial profits and nonmonetary rewards.*

(Skinner S J & Ivancevich JM)

Entrepreneurship

❖ The act of *starting a business.*

- ✿ Entrepreneurship is the **capacity for innovation, investment, and expansion** in **new markets, products & techniques.**

- ✿ Entrepreneurship is the process of **creating something new** with value by devoting the necessary **time and effort**, assuming the accompanying **financial, & social risks**, and **receiving the resulting rewards** of monetary and personal satisfaction and independence.

(Robert D. Hisrich)

Ques.02

Features of an Entrepreneur?

How will you identify an Entrepreneur?

(Ref.: S.S. Khanka, page 8)

Features of Entrepreneurs

- Hard Work
- Desire for **High Achievement**
- Highly Optimistic
- Independence
- Foresight
- Good Organizer

Features of Entrepreneurs

07

- ***Innovative***

08

- ***Perseverance***

09

- ***Team Spirit***

10

- ***Passion for Business***

Ques.03

Qualities of an Entrepreneur?

(Ref.: AR. Khan, page 13)

Qualities of Entrepreneurs

01

- Moderate Risk Taking

02

- Hard Work & Accountability

03

- Analytical Mind

04

- Dynamic Leadership

05

- Courageous & tactful

06

- Intuitive, Investigative, Optimistic & Strategist

Qualities of Entrepreneurs

07

- Innovative & Self-confident

08

- Goal Setting

09

- Sociable & Team Builder

10

- All time active & Mobile

11

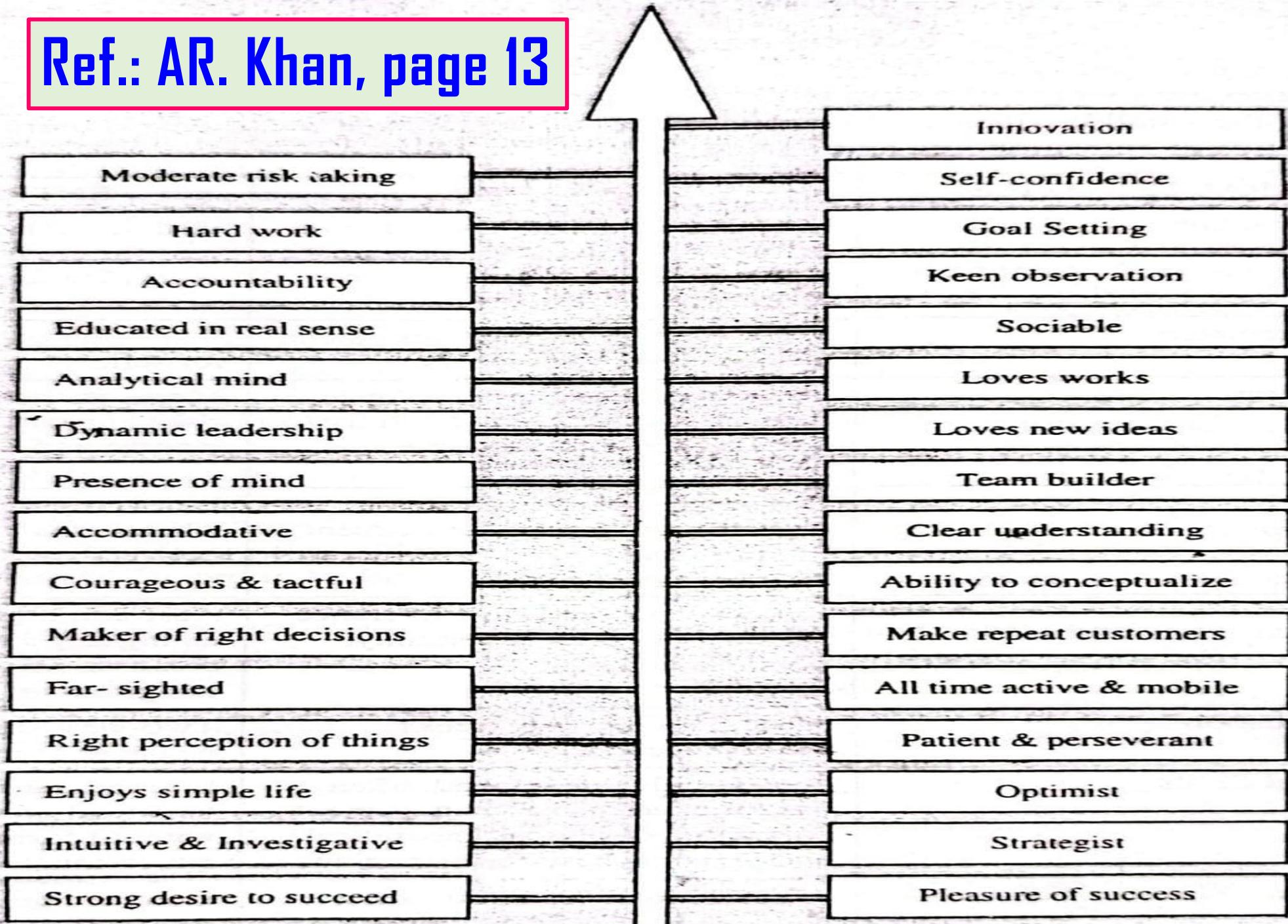
- Ability to conceptualize

12

- Make Repeat Customers

Qualities of Entrepreneurs

Ref.: AR. Khan, page 13



Lesson 03

Session 02 of Chapter No. - 01

1. Classification of an Entrepreneur (S.S. Khanka, **Page 23**)
2. Entrepreneur Vs. Manager (S.S. Khanka, **Page 25**)
❖ Intrapreneurship

❖ Nov. 19, 2025, Wednesday

Ques.04

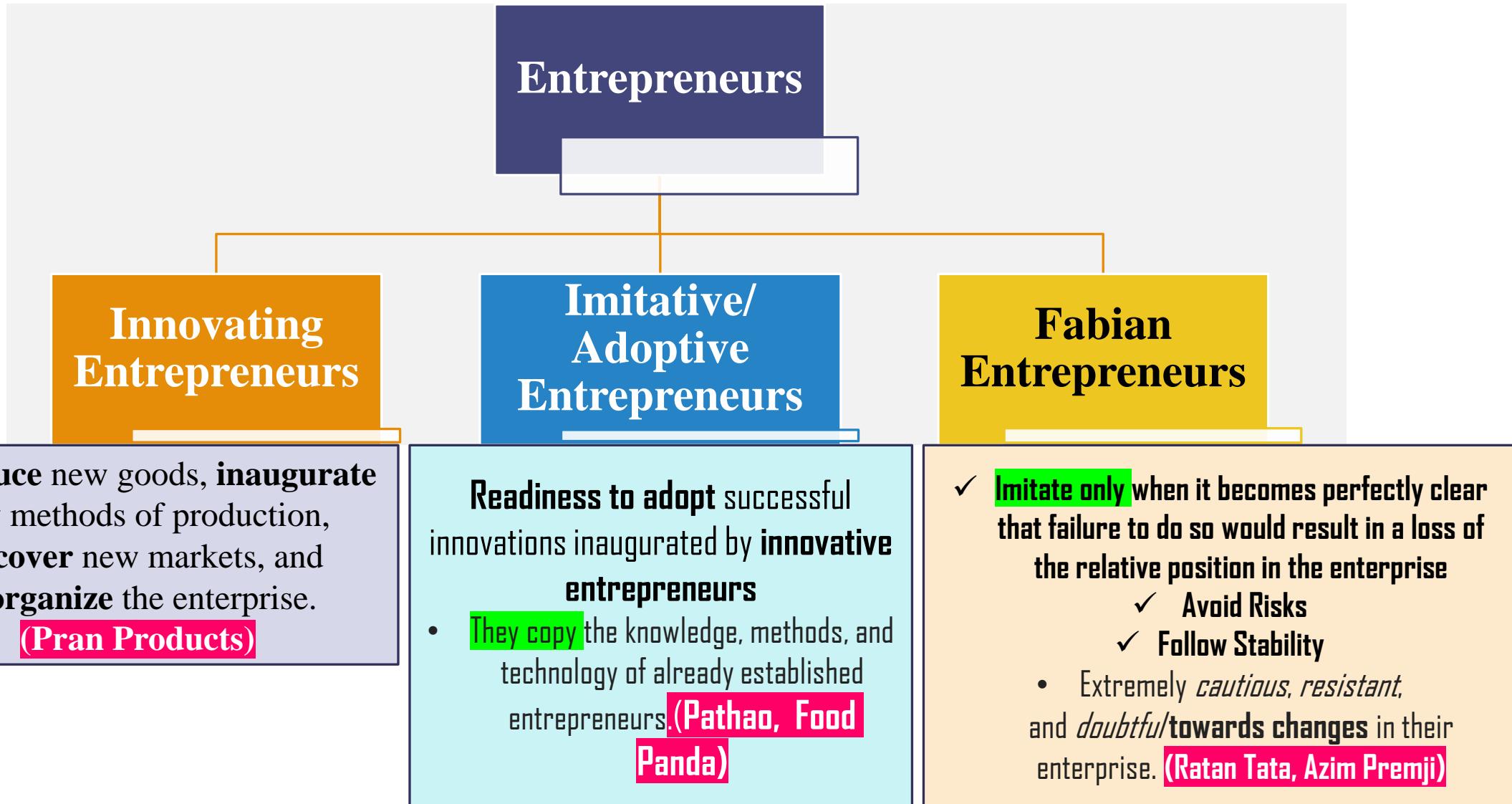
Classification of an Entrepreneur?

(Ref.: S.S. Khanka, page 23)

Types of Entrepreneur

Ref.: S.S. Khanka, page 23

According to Clarence Dahhof :



Continued on.....

Based on the **types** of Business

Trading
Entrepreneurs

Manufacturing
Entrepreneurs

Agricultural
Entrepreneurs

Based on
Technology

Technical
Entrepreneurs

Non-technical
Entrepreneurs

On the basis of
Ownership

Private
Entrepreneurs

State
Entrepreneurs

Joint
Entrepreneurs

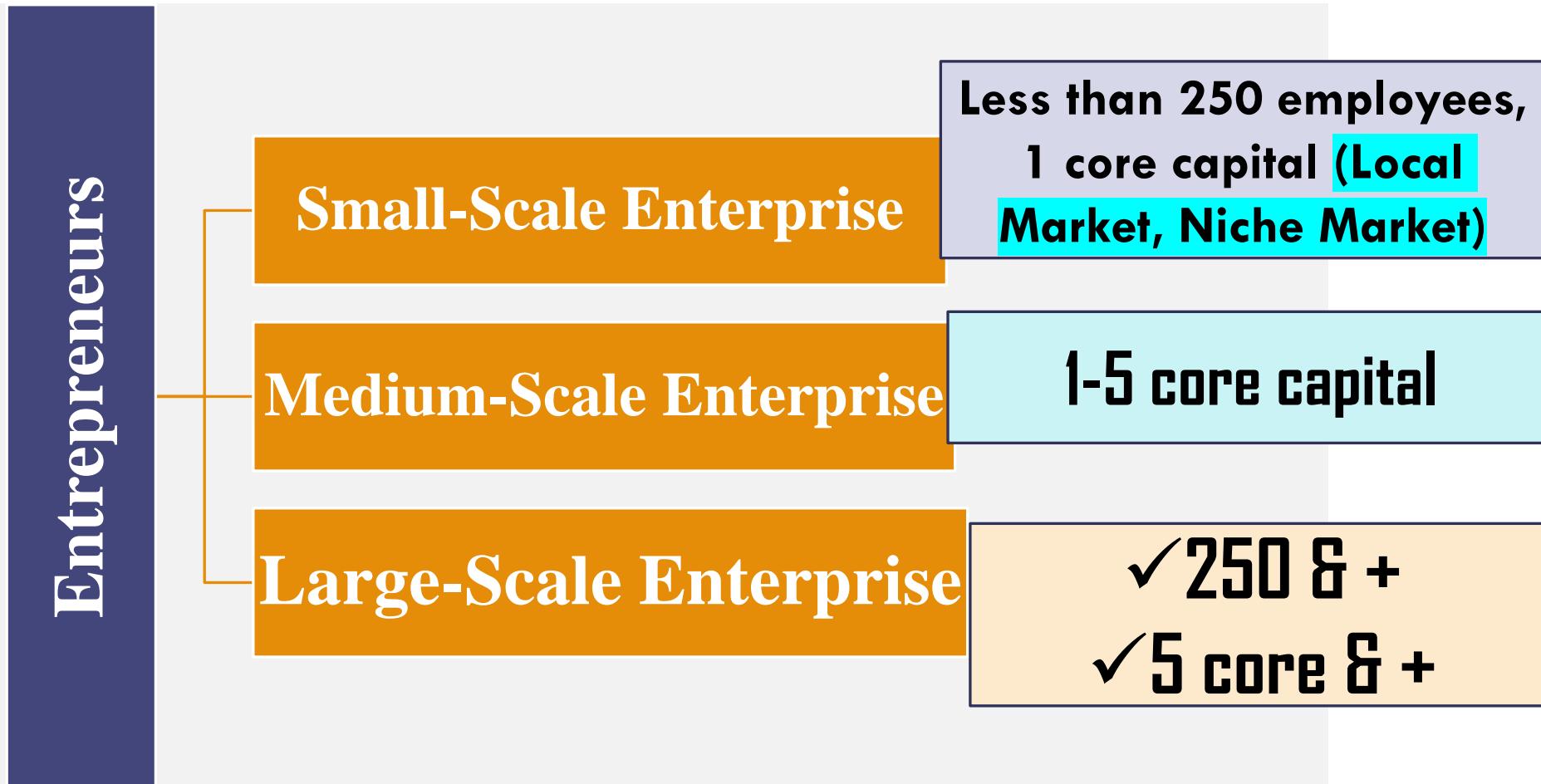
On the basis of
Gender

Men
Entrepreneurs

Women
Entrepreneurs

Types of Entrepreneur

Based on the Size of Enterprise:



Ques.05

Entrepreneur Vs. Manager

(Ref.: S.S. Khanka, page 25 + Others)

Entrepreneur Vs. Manager

Basis	Entrepreneur	Manager
Origin	Creates and launches <i>new businesses or ventures</i> from scratch.	Joins established organizations to maintain and optimize operations.
Risk Orientation	Embraces high uncertainty and calculated risks, bearing potential financial losses.	Focuses on risk mitigation and stability within existing structures.
Strategic Role	Sets overall vision, direction, and long-term goals for the venture.	Executes strategies through day-to-day operations and tactical implementation.

Entrepreneur Vs. Manager

Basis	Entrepreneur	Manager
Innovation	Drives disruptive innovation , <i>identifying and seizing</i> new market opportunities.	Improves efficiency and processes within established frameworks (incremental innovation).
Ownership/ Status	Typically owns the business and personally assumes financial risks.	Usually, an employee (may hold equity); risks are organizational, not personal .
Decision-Making	Makes bold, vision-driven decisions with flexibility for experimentation.	Makes operational decisions within defined policies , prioritizing efficiency.

Entrepreneur Vs. Manager

Basis	Entrepreneur	Manager
Qualifications	High achievement motive, Originality in thinking, foresight, Risk-bearing ability, and so on.	Distinct qualifications in terms of sound knowledge in management theory & practice .
Rewards	The rewards an entrepreneur gets for bearing risks involved in the enterprise's profit which is highly uncertain.	A manager gets salary as a reward for the services rendered by him in the enterprise. Salary of a manager is certain & fixed .

Next Part

Intrapreneurship

1. Features of Intrapreneurship
2. Entrepreneur Vs. Intrapreneur
3. Intrapreneurship Vs. Entrepreneurship
4. Ethics and Social Responsibility of Entrepreneurs

Ques. No. 06

Intrapreneur & Intrapreneurship

(Ref.: S.S. Khanka, Page 26,

AR Khan: Page-17)

Intrapreneur (ইন্টাপ্রেনিউর)

What?: is an **entrepreneur** within **an already established** organization.

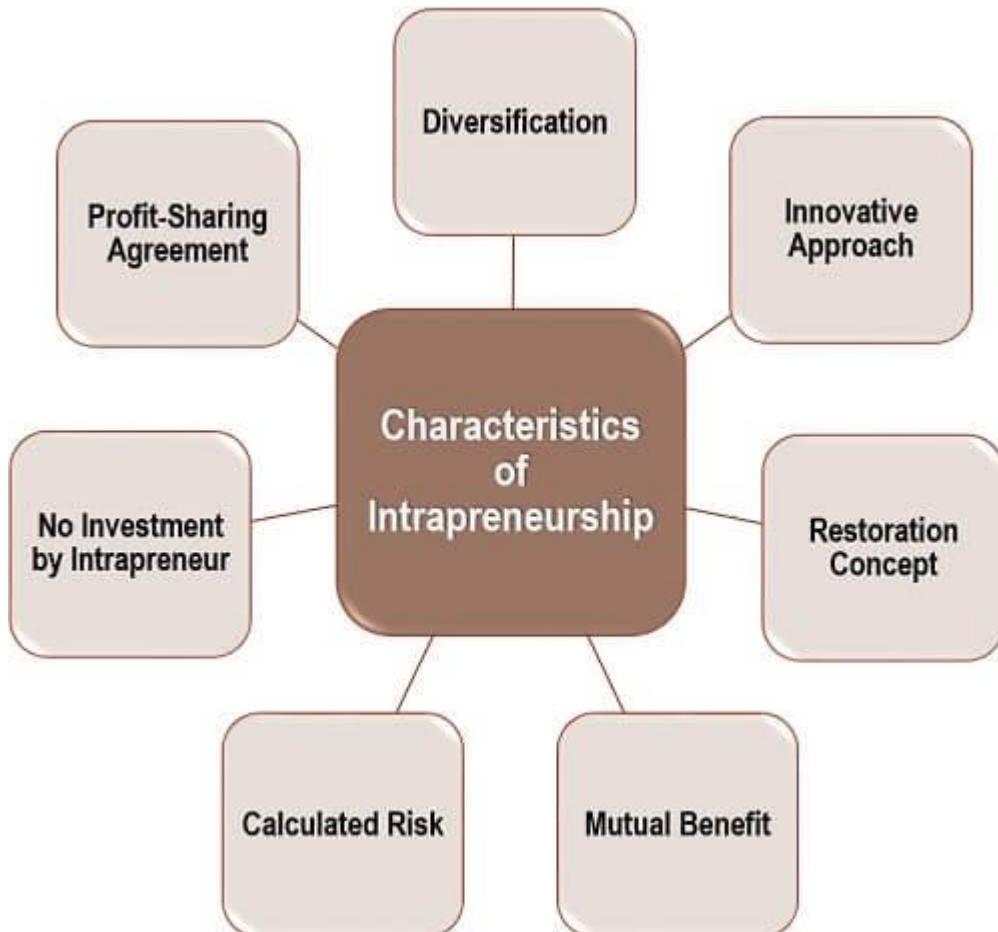
(Gifford Pinchot, 1985)

► Intrapreneurs **don't run their own businesses**,
but like entrepreneurs, **they develop and guide**
their endeavors as they see fit.

Ques. No. 07

Features of Intrapreneur (Ref.: Bruce & Others)

Characteristics of an Intrapreneur/ Intrapreneurship



Focus

Leveraging company resources to create new value.



Goal

Innovation, new revenue streams, market adaptation for the parent company.



Scale

Can range from a small project to a major new division.



Funding

Internal corporate budgets, R&D funds



Risk

Lower personal financial risk for the intrapreneur, but potential career risk; the company bears the financial risk



Innovation

Can be incremental or radical, depending on the company culture and project scope

Continued to.....

- ❖ **Diversification:** Intrapreneurship promotes teams with people of different genders, age groups, cultures, and fields.
- ❖ **Innovative Approach:** It is a creative initiative for the progress of both the employee and the company.
- ❖ **Restoration Concept:** An intrapreneur adds value to an existing company by improving the products, services, methods or perceptions.
- ❖ **Mutual Benefit:** Through intrapreneurship, an employee achieves empowerment and self-actualization, and the company also grows remarkably.

Continued to.....

- ❖ **Calculated Risk:** The risk involved in an intrapreneur's project is well analyzed and planned before it is onboard.
- ❖ **No Investment by Intrapreneur:** The intrapreneur is **the brain behind the idea**, but does not need to put even a penny into the project. **The company funds it** at every stage of business.
- ❖ **Profit-Sharing Agreement:** In many organizations, a profit-sharing agreement is signed mutually between the company and the employee.

Ques. No.08

Entrepreneur vs. Intrapreneur

(Ref.: S.S. Khanka, page 27)

Entrepreneur Vs. Manager

Basis	Entrepreneur	Intrapreneur
Dependency	Independent in his operation	Dependent on the Entrepreneur (the owner)
Raising of Funds	An entrepreneur himself raises the funds required for the enterprise.	Not raised by him
Risk	Bears	Does not bear
Operation	Operates from the Outside	Operates from within the organization itself.
Position	Founder of the company	Employee in existing company

Ques. No. 08

Ethics and Social Responsibility of Entrepreneur
(Ref.: S.S. Khanka, page 27)



Social Responsibility Of Entrepreneur



Ethical Leadership

Guiding business with integrity, honesty, and respect for stakeholders.



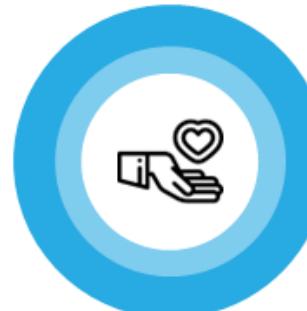
Local Community Engagement

Contributing to community growth through job creation and support.



Sustainable Practices

Implementing eco-friendly initiatives for a positive environmental impact.



Social Impact

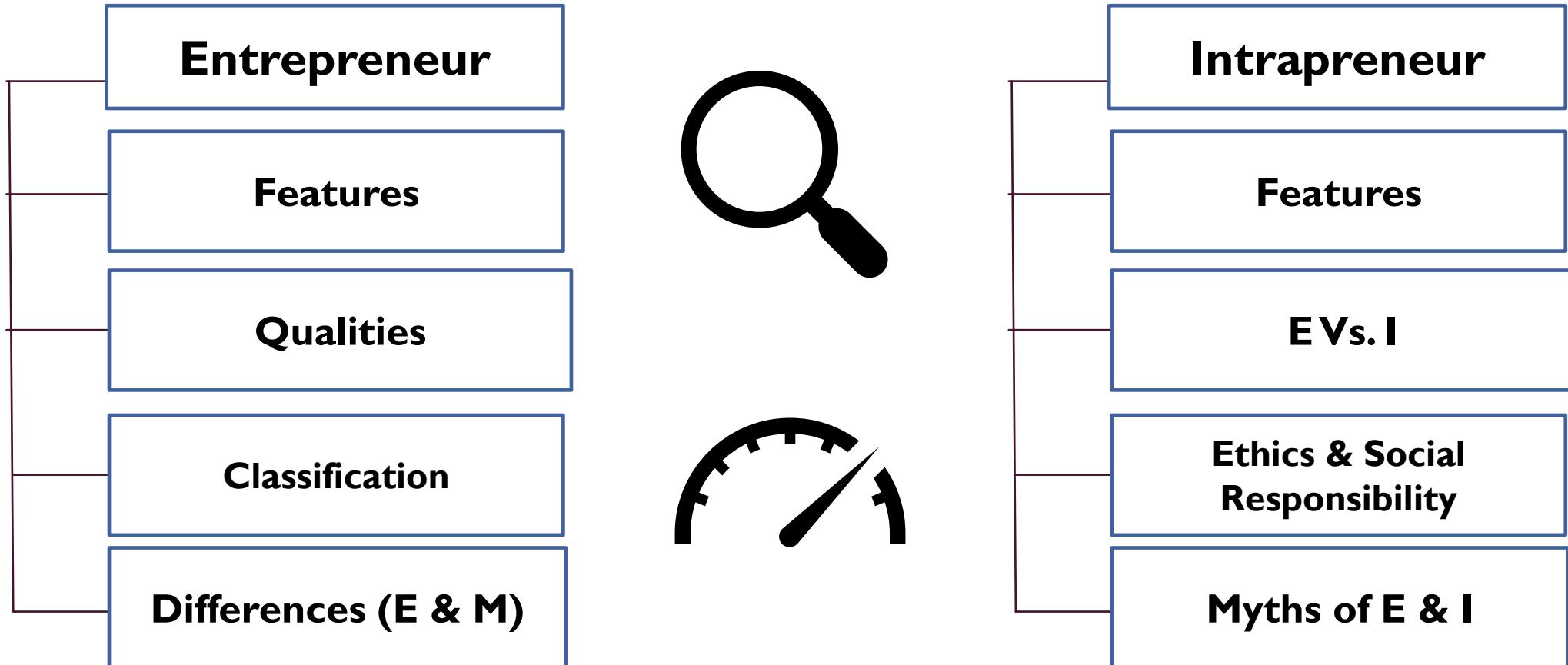
Supporting charitable causes and addressing societal issues to improve well-being.

Home Work

The Myths of Entrepreneurs

(Ref. AR Khan Page 19)

Summary



Do You Have Any Questions





Thank You

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