

Mindset / Aptitude of an Entrepreneur

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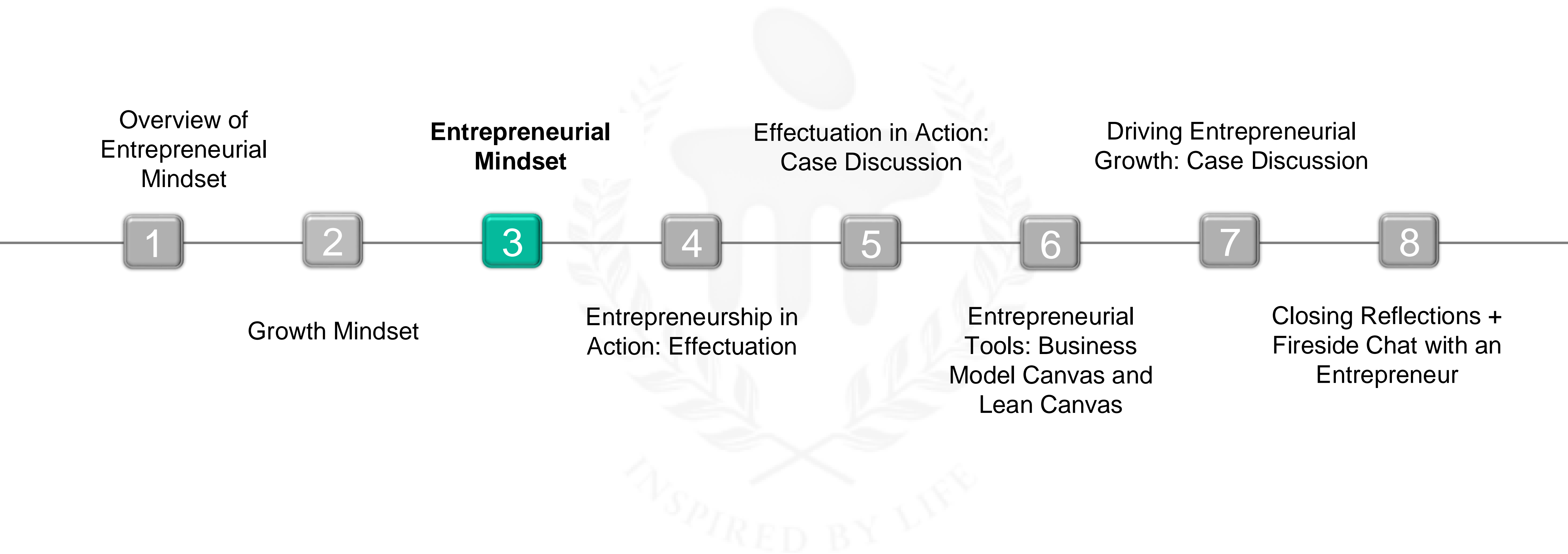


Before we begin...

- ☑ Keep your video on as much as possible.
- ☑ Mute your audio except when speaking to the rest of the class.
- ☑ Participate actively and honestly in the classroom activities.
- ☑ Make notes as you go through each class.
- ☑ Please enter your question(s) in the chat box.
- ☑ When sharing experiences/viewpoints in class, keep them short and focused on the topic of discussion.



Session Plan - Mindset of an Entrepreneur



Activity 1



What does Entrepreneurial Mindset mean to you?

Please enter all words that come
to your mind on the poll.



Quick Poll

Entrepreneurial Mindset: The Essence



“The real act of discovery consists not in finding new lands
but in **seeing with new eyes.**”

— **Marcel Proust**

Entrepreneurial Mindset - An Integrated Definition



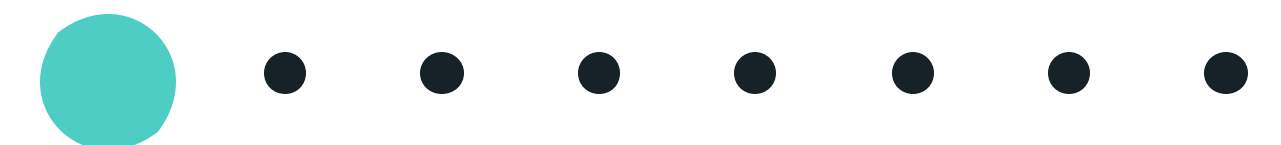
“A **cognitive perspective** that enables an individual
to **create value**

by **creating / recognising** and **acting** on **opportunities**

making **decisions** with **limited information**

and remaining **adaptable** and **resilient**

in conditions that are often **uncertain** and **complex**.”



Activity 2

Entrepreneurial Mindset Questionnaire



- ☑ Answer honestly; there are no correct or wrong answers.
- ☑ Do not discuss the questions or your responses with anyone.
- ☑ Do not take too much time to answer the questions.
- ☑ Finish the entire questionnaire in one sitting.
- ☑ This is not an assessment or an evaluation of you.
- ☑ The objective is to reflect on your entrepreneurial mindset.
- ☑ The more honest your answers are, the more value you will get.
- ☑ Your filled-in questionnaire will not be shown to anyone else.



Entrepreneurial Mindset Questions

Personality Traits	Skills
I'm uncomfortable when expected to follow others' rules.	I'm focused on the long term.
I find it boring to work on clearly structured tasks.	Sometimes ideas just bubble out of me.
I like to stand out from the crowd.	I have a reputation for being able to take an idea and make it work.
I'm willing to take a certain amount of risk to achieve real success.	I am a self-confident person.
I tend to make decisions quickly.	Even when things aren't going well, I look on the bright side.
I'm passionate about the work that I do.	I do not give up easily.
I want to be the best at what I do.	I'm sensitive to others' feelings.

Entrepreneurial Mindset

Personality Traits	Skills
Independence	Future Focus
Preference for Limited Structure	Idea Generation
Nonconformity	Execution
Risk Acceptance	Self-Confidence
Action Orientation	Optimism
Passion	Persistence
Need to Achieve	Interpersonal Sensitivity

Activity 3

Think of this course



Why did you enrol into this course? What is the opportunity you see from this course?

Please enter all words that come to your mind on the poll.

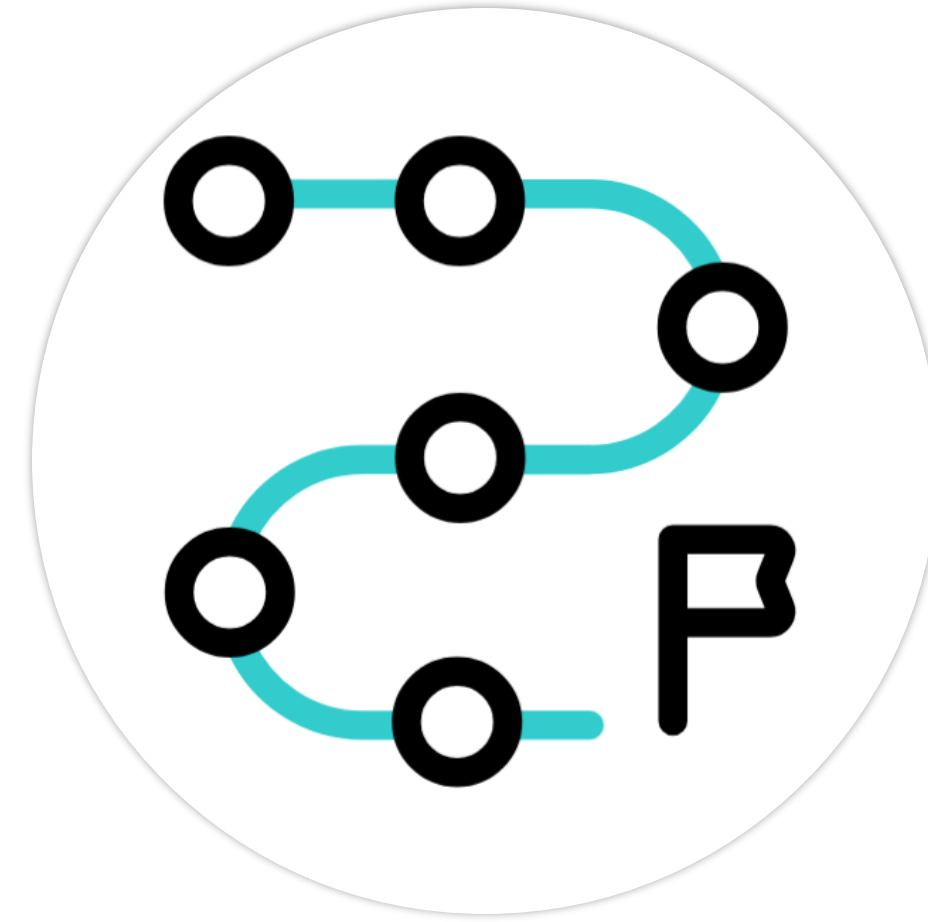


Quick Poll

Traits of Entrepreneurial Leaders



People Orientation



Purpose Orientation






Learning Orientation





Traits of Entrepreneurial Leaders

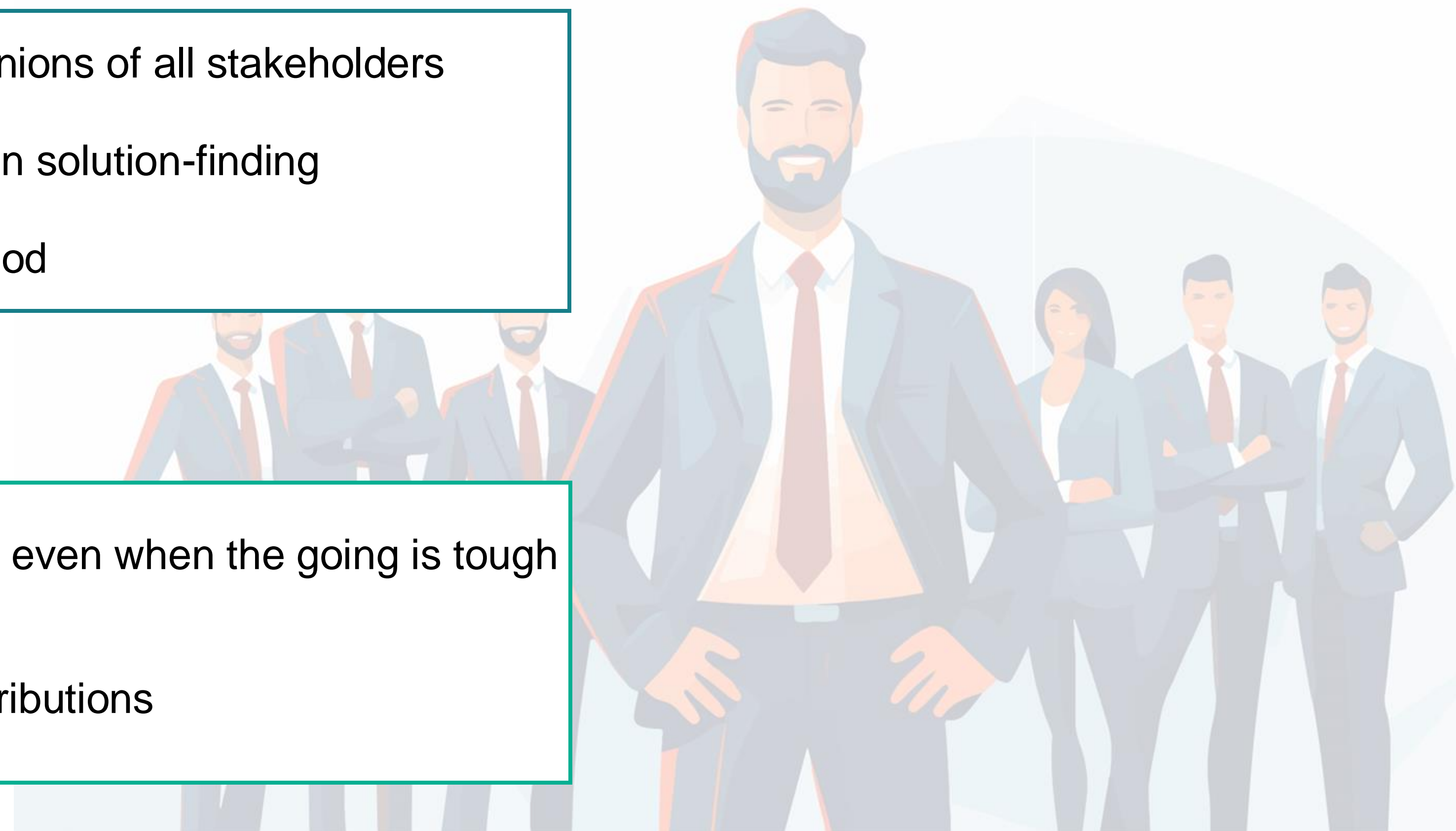
People Orientation

Being Inclusive and Open

-  Open to the views and opinions of all stakeholders
-  Involving all stakeholders in solution-finding
-  Thinking for everyone's good

Being positive and appreciative

-  Keeping a positive outlook even when the going is tough
-  Being appreciative of contributions



Traits of Entrepreneurial Leaders

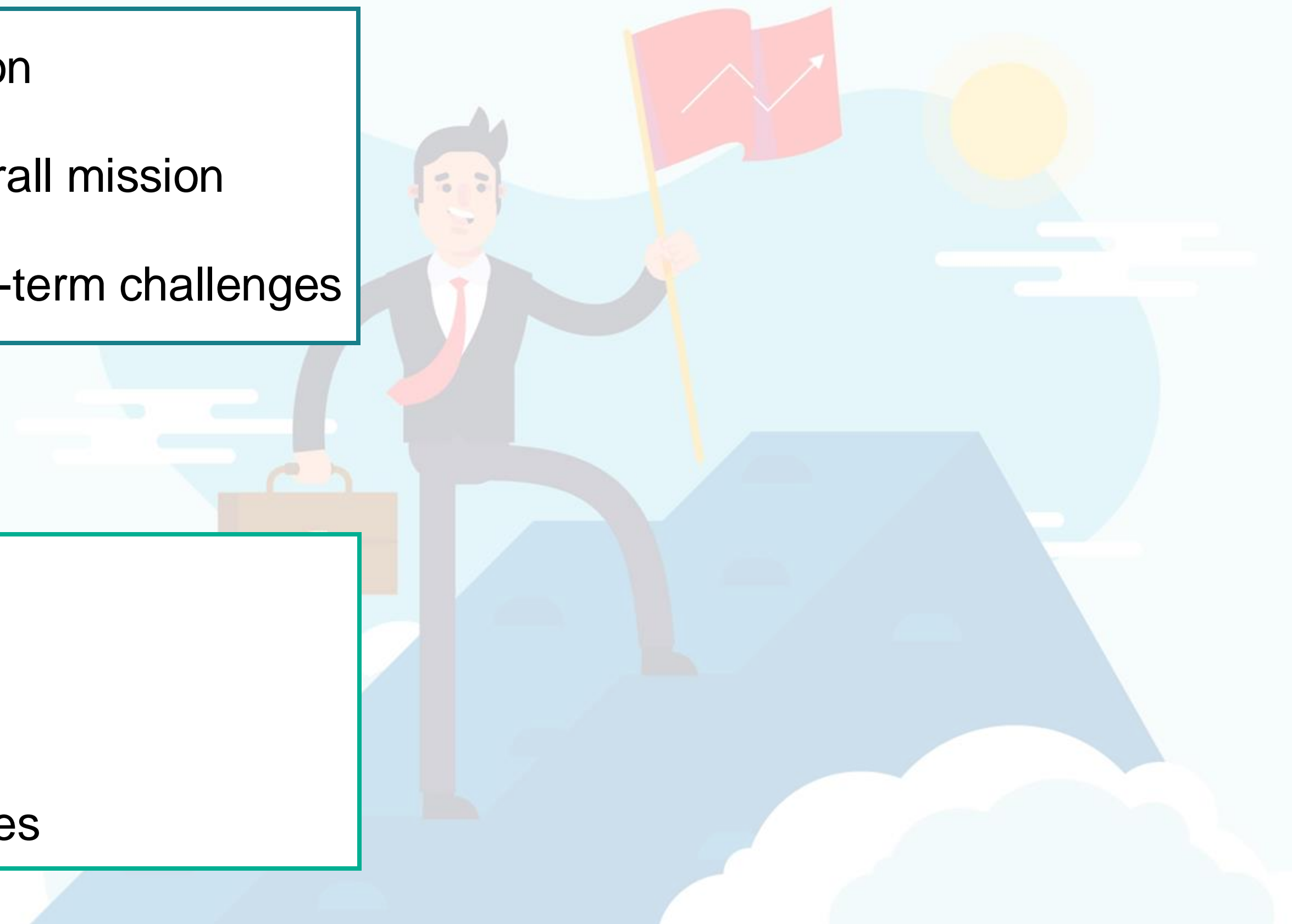
Purpose Orientation

Being focused on purpose / intention

- 💡 Identifying and stating the overall mission
- 💡 Aligning every stakeholder with the overall mission
- 💡 Keeping the mission in the face of short-term challenges

Being patient with the journey




- 💡 Sustaining in the face of hurdles
- 💡 Sustaining long years to see results
- 💡 Being patient with stakeholder challenges





Traits of Entrepreneurial Leaders

Learning Orientation

Listening and picking signals from all round

-  Listening to inputs from all sources
-  Using technology to source all kinds of insights
-  Ensuring everyone is heard

Experimenting and risk-taking

-  Trying experiments with the intent to learn
-  Constantly prodding for improvement even from failures



Activity 4

Mid-life Recess



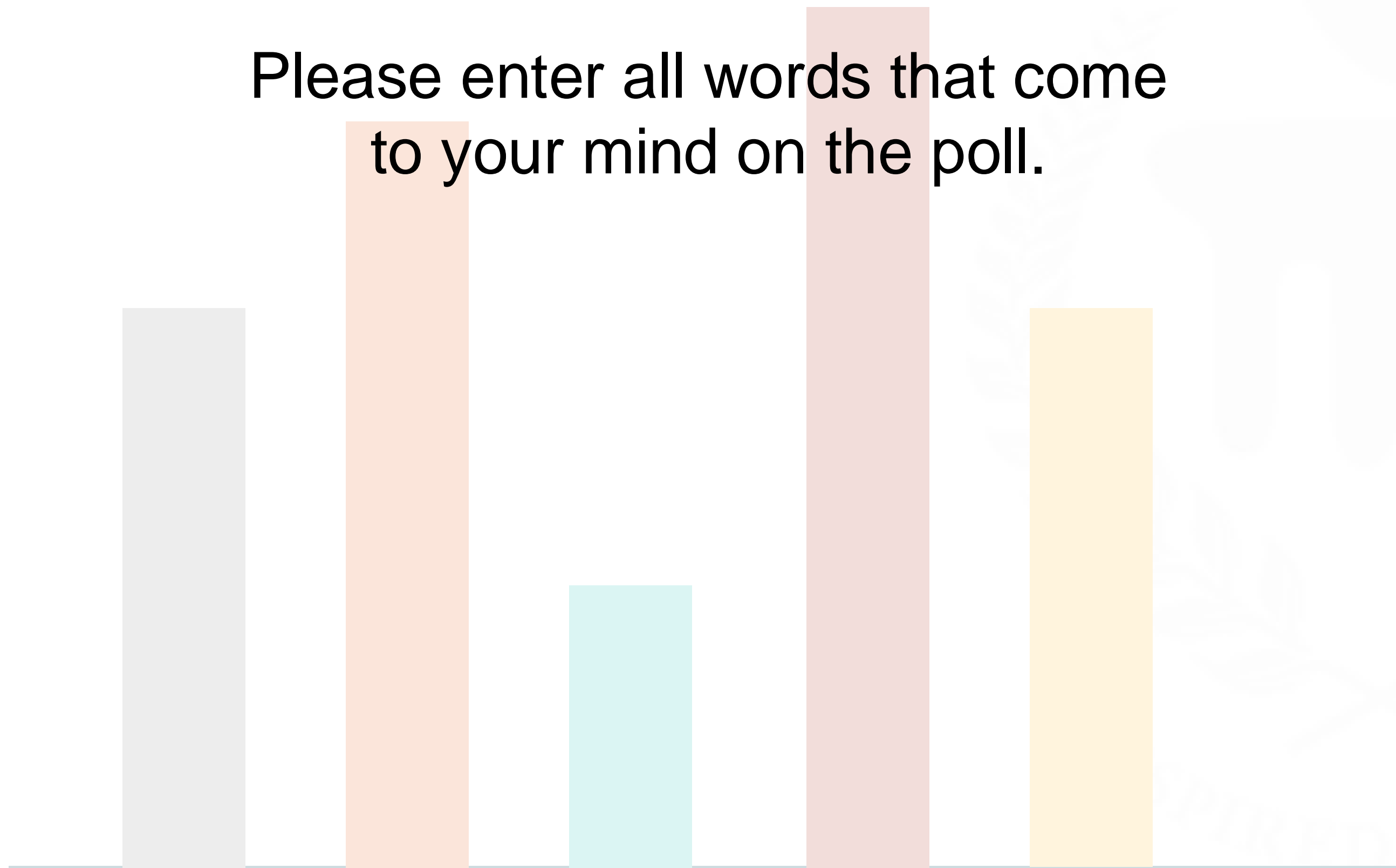
Mid-life Recess

- Today, in India, it is usual to finish your education, go to work, work till 60-65, and then retire.
- What if everyone “took a break” in the middle of their career years? Imagine if everyone "went on sabbatical" when they turned 45, then returned to the workforce at 50 and worked till 65-70.



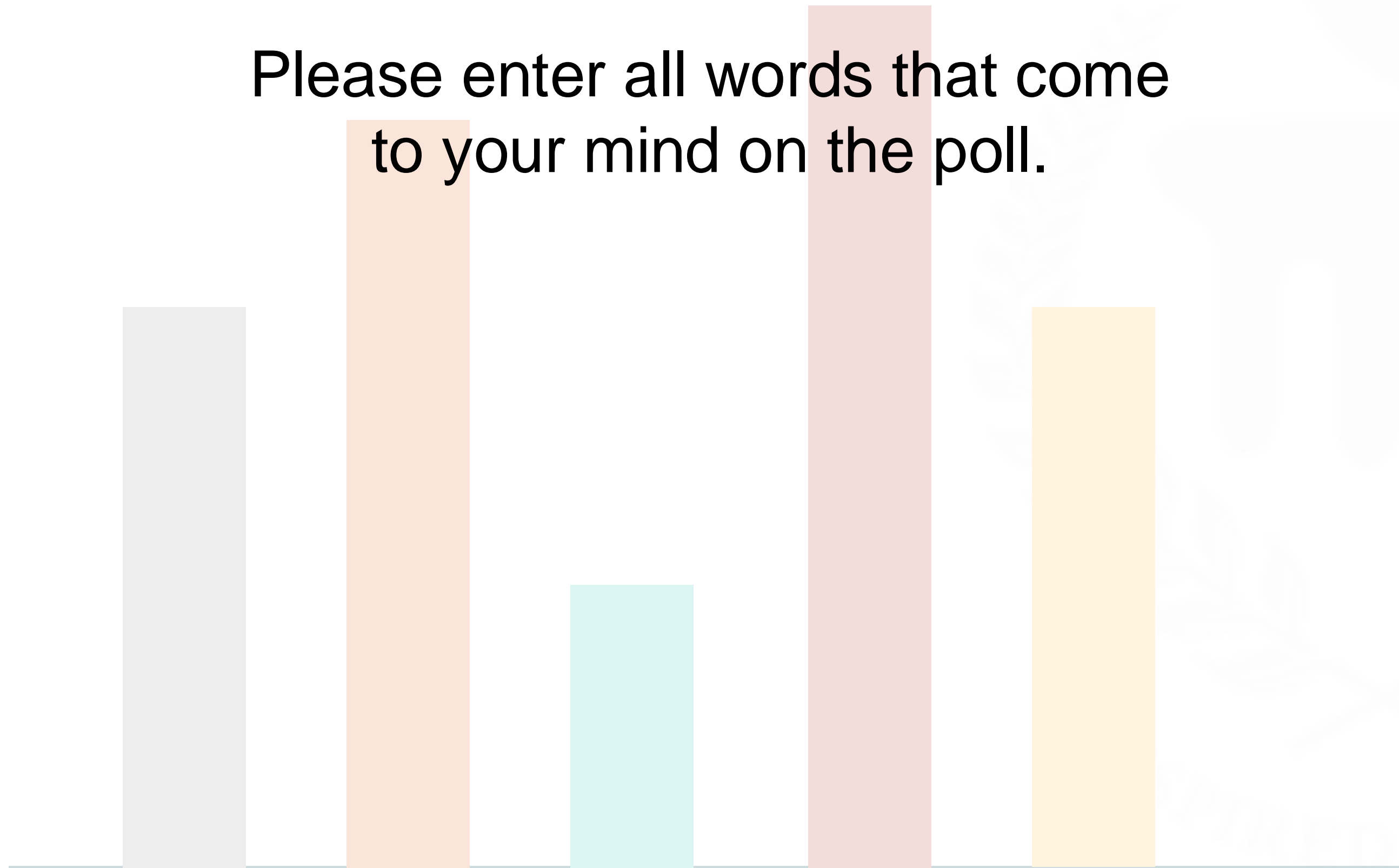
What would some new products and services be?

Please enter all words that come
to your mind on the poll.



What are some jobs that could get created?

Please enter all words that come
to your mind on the poll.



The background features a smooth gradient from a light tan on the left to a dark brown on the right. Large, semi-transparent circular arcs are visible on the left side. In the top right corner, a thick white arc is partially visible. In the bottom right corner, there is a solid orange circle. Centered in the middle of the image is the text "HAPPY LEARNING!" in white, with three small orange dots positioned directly below it.

HAPPY LEARNING!

