

# The entrepreneurial mindset

1. C

2. Answer the questions then watch the video again to check your answers.

1. Julie's love of numbers and logic nurtured throughout her time at Cambridge helped her.
2. According to Carol Dweck, a *growth mindset* is characterised by being "open to developing own's abilities through risk-taking and through learning from any experience". That mindset can help an entrepreneur adapt to difficult situations when creating a business, learn from their failure and find different ways to realise their business dream.
3. Julie's experience in Greece helped her hone in on some business skills. She learnt to quickly adapt in a different cultural environment from learning a different language, figuring out how people did things differently to picking what made customers come back to the small taverna she was working at.
4. It's make you work harder and helps you maintain focus and prevents you from giving up at the first difficulty because you're not only working for yourself.
5. She realised that she had to change her business model from selling school bags to fashion bags which had an impact on bags size, colour variation, etc so she had to make the adequate changes.
6. The volume of orders skyrocketed and the manufacturers she had were not able to follow through so she took a risky decision that paid off. She built a new factory from scratch to help with her supply in the long form.
7. Julie took experienced workers to expand the brand and to allow her to take a set back unfortunately that move backfired. She realised a bit late that she had to keep an eye on what those people were doing and that in fact, their vision and hers were not compatible.
8. Today, Julie is very much in tune with her own intuition, she doesn't doubt her capacities to be an entrepreneur and to steer her business in the right direction.

## Vocabulary

1. D
2. G
3. A
4. F
5. E
6. B
7. H
8. C