

# The Entrepreneurial Personality

**Start thinking about what my own new venture is going to be**

## **1 Enterprising Characteristics**

### **1.1 Internal Locus of Control**

- Determine your own destiny
- Strong sense of self efficacy can make you unemployable/misfit/control freak (micromanage)

### **1.2 Need for Independence**

- Wish to be your own boss
- Not have someone tell you what to do
- Prefer to work alone
- Dislike talking orders

### **1.3 Need for Achievement**

- Can be bad as keep working in the wrong direction and never get anywhere

## **2 Risk**

- Entrepreneurs would take the largest risk, for an unknown opportunity, rather than a known opportunity

## **3 Adaptive Cognition**

- Governments wouldn't support help for development of entrepreneurs if they could only be born, not made
- Various situations and experiences can cause a person to develop the traits required to be entrepreneurial
- Monitor what makes you think in better ways, and use this knowledge to continue doing those things
- Look further at Hanie and Shepherd diagram