

Enterprise in Individuals



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80/9/15

Key words:

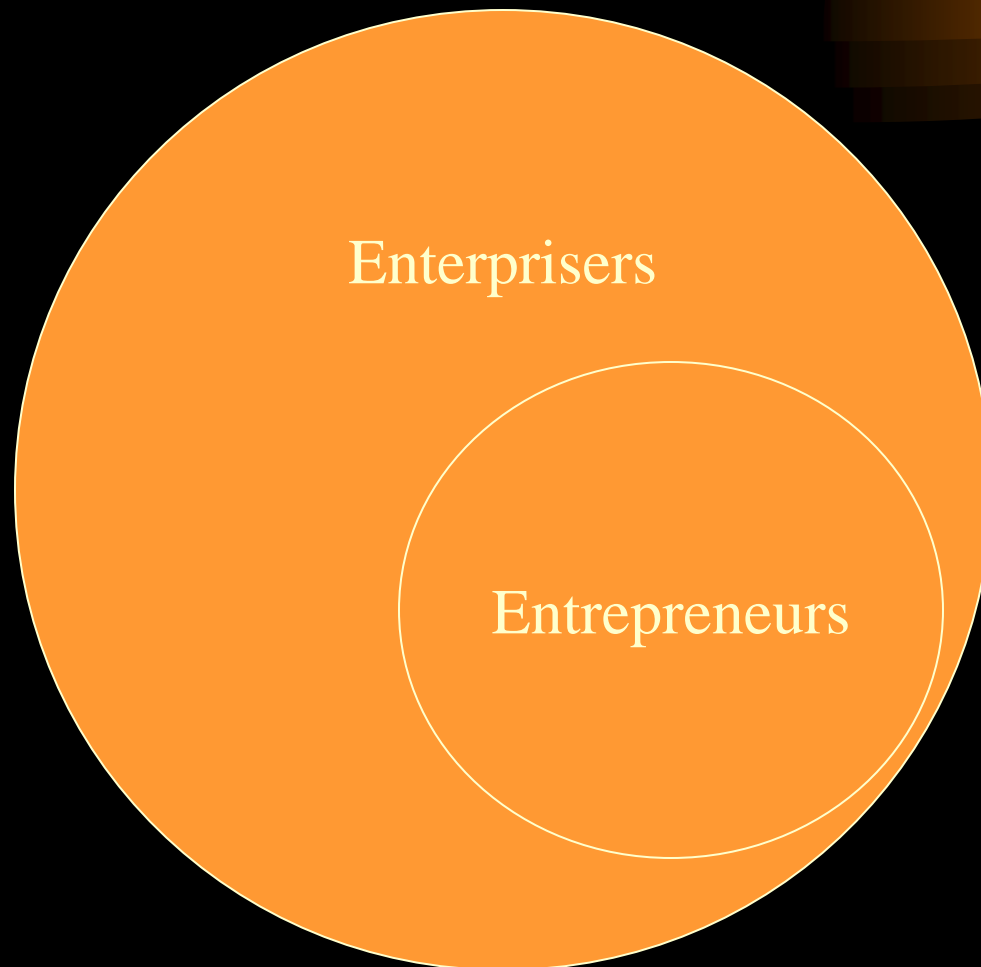
- **Enterprising**
- **Entrepreneurship**
- **Personality theories**
- **Behavioral theories**
- **Economic approaches**
- **Sociological approaches**
- **Integrated approaches**
- **Attributes and Resources**

Enterprising Acts:



- **The task is non-routine**
- **The task is somewhat complex**
- **The task is goal-directed**
- **The goal(s) are demanding but attainable**
- **The task is tackled in an adventurous manner**
- **The task is approached in a determined and dynamic manner**
- **The task accomplishes the set goals (or comes near to so doing)**

Enterprise and Entrepreneurship



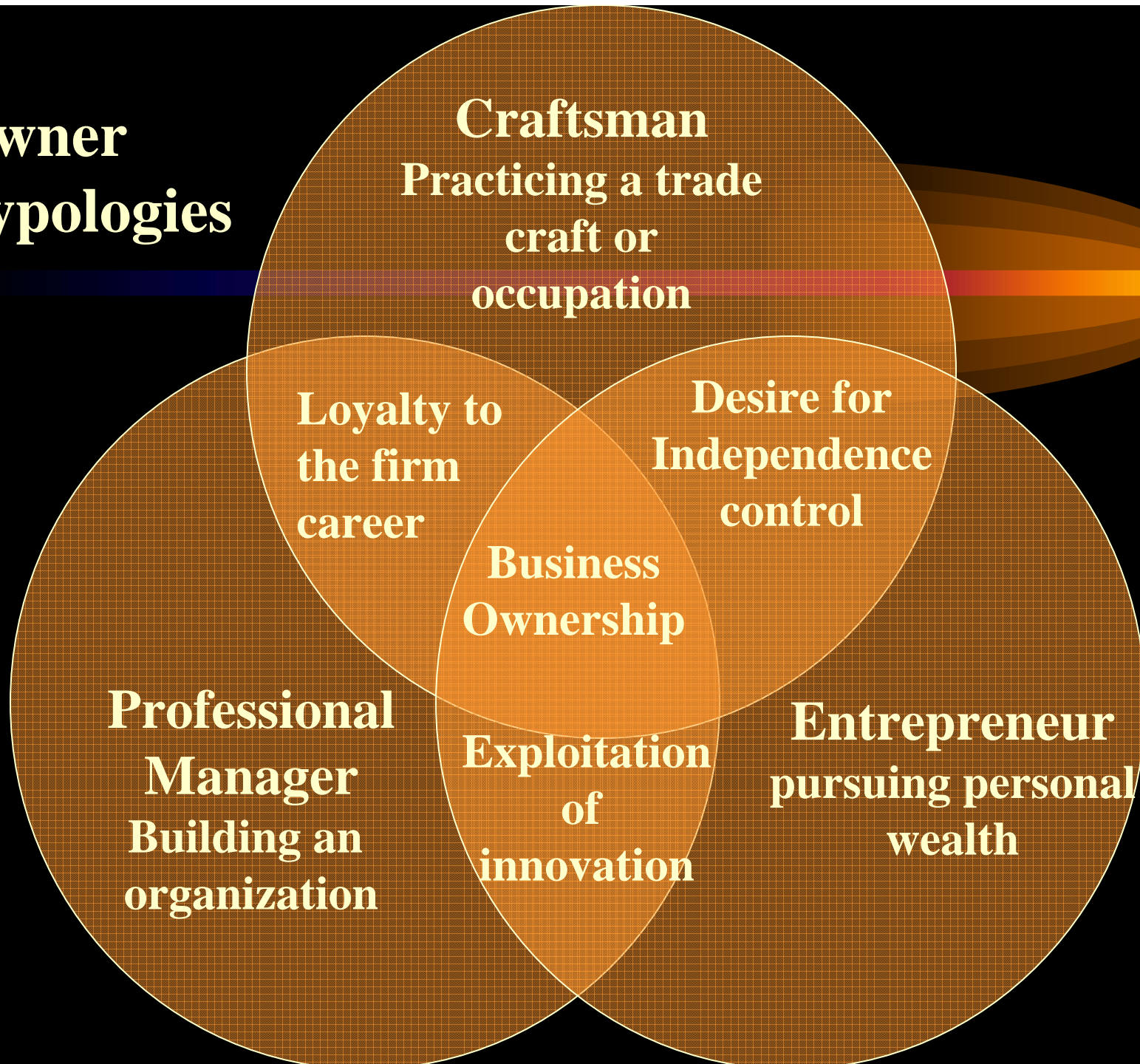
Invention and Innovation



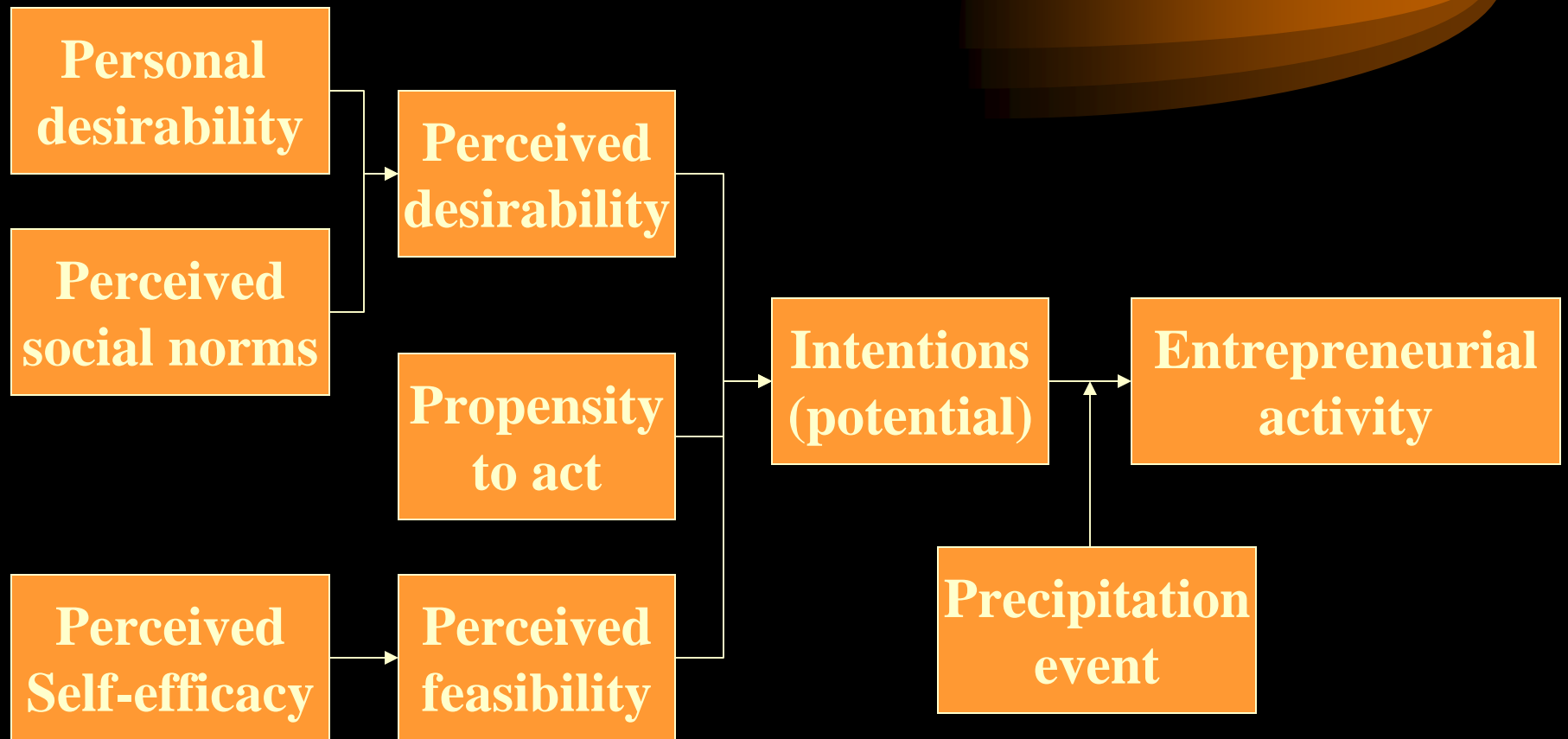
Why are some Individuals More Enterprising than Others?

- Personality theories
- Behavioral theories
- **Economic approaches**
- **Sociological approaches**
- **Other approaches, including values, belief and goals.**
- **And number of integrated approaches.**

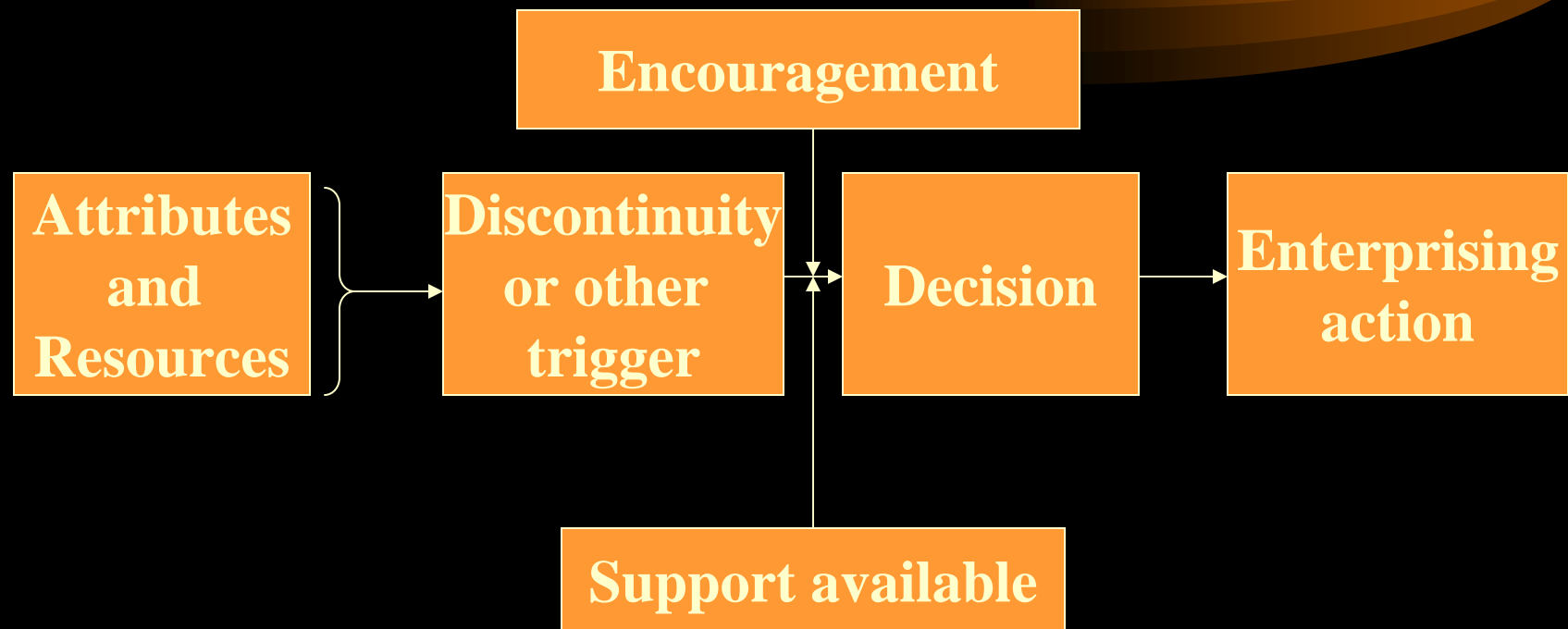
Owner Typologies



Krueger's Model:



Attributes and Resources



Postscript:



It is important, however, to note that enterprising individuals are not homogeneous and that therefore different approaches looking at different groups at different stages of organizational development will result in a complex picture.

Competencies:

- **Dedication**
- **Decision-making**
- **Goal-setting**
- **Planning**
- **Responsibility**
- **Creativity**
- **Confidence**
- **Innovation**
- **Risk-taking**
- **Insight**
- **Technical competencies**
- **Sensitivity competencies**
- **Networking and contacts**
- **Developing relationships**
- **Project management**



Personal Qualities – Traits and Attributes



- **Achievement Motivation**
- **Risk-taking Propensity**
- **Locus of control**
- **Need for Autonomy**
- **Determination**
- **Initiative**
- **Creativity**
- **Self-confidence and trust**



Personality Theories

- Personal Qualities – Traits and Attributes
- **Psychodynamic Approaches**
- **Social-Psychological Approaches**
- **Owner Typologies**

