

# Entrepreneurship (Leadership)

"Entrepreneurs are simply those who understand that there is little difference between obstacle and opportunity and are able to turn both to their advantage."

– Niccolo Machiavelli

**Entrepreneurship** is the act of being an entrepreneur, which is a French word meaning "one who undertakes an endeavor"

Entrepreneurs assemble resources including innovations, finance and business acumen in an effort to transform innovations into economic goods

This may result in new organizations or may be part of revitalizing mature organizations in response to a perceived opportunity or necessity

# Management Characteristics of Entrepreneurship Defined by OMB

- ▷ Identifies opportunities to develop and market new products and services within or outside of the Organization  
(Part One)
- ▶ **What new products or services are associated with your network management?**

# Management Characteristics of Entrepreneurship Defined by OMB

- ▷ Is willing to take risks; initiates actions that involve a deliberate risk to achieve a recognized benefit or advantage  
(Part Two)
- ▶ **Describe how you assess risks associated with network development**

# Are You an Entrepreneur?

"The entrepreneur in us sees opportunities everywhere we look, but many people see only problems everywhere they look. The entrepreneur in us is more concerned with discriminating between opportunities than he or she is with failing to see the opportunities."

– Michael Gerber

# Entrepreneurship Quiz

From *The Small Business Bible*

<http://www.successmagazine.com/Entrepreneurship-Quiz/PARAMS/article/581/channel/20>

- ▷ 20 Questions
- ▷ 5 minutes
- ▷ What's your score?