

SELF ASSESSMENT

SUBJECT : (ENTREPRENEURSHIP)

CHAPTER NUMBER:3

CHAPTER NAME : ENTREPRENEURIAL JOURNEY

CHANGING YOUR TOMORROW

TRAILBLAZERS

- Competitive, ambitious and goal oriented.
- Restless, energetic, sense of urgency.
- Trailblazers are logical, analytical, practical and realistic.
- Business strengths could include the medical, technology, finance, legal and consulting fields.
- Being strong strategic thinkers- focus easily on marketing and operations.
- Prefer driving force of business.
- Don't buy- franchise or distributorship
- Highly innovative.

GO- GETTERS

- Higher than average level of both dominance and sociability and are very driven and independent.
- Competitive- but concern about others which may affect them.
- Typically good leaders and good managers, excelling at motivating themselves and those around them.
- Need not to be an expert in field to start business.
- Perform well in unknown and ambitious environment.

MANAGERS

- Dominant and independent.
- Very goal oriented and can be quite analytical, focusing more on processes and outcomes than on people
- People = vehicles for accomplishing goals.
- Higher than average level of relaxation.
- Deal well with customers, take employees as extended family.
- Business strengths are: doing things on their own, work well behind the scene, love working with systems, concepts, ideas and technologies.
- Need to hire employees who are better than them at listening and working well with others.
- Excel at competitive selling.

THANKING YOU
ODM EDUCATIONAL GROUP