

SELF ASSESSMENT

SUBJECT : ENTREPRENEURSHIP

CHAPTER NUMBER:3

CHAPTER NAME : ENTREPRENEURIAL JOURNEY

CHANGING YOUR TOMORROW

MOTIVATORS

- High level of sociability, an above- average level of dominance, and are both driven and independent.
- Consummate motivators who does well working by, with and through others.
- Business strengths: retail or where people are big equation.
- Convincing and avoid most confrontations by creating a strong emotional argument.
- Do well in customer facing role as they see both sides of arguments.
- Motivators excel at leadership or sales.
- Motivators are good at nurturing relationships and often do best in a business that involves keeping clients for the long term.
- Thrive well in team environment.

AUTHORITARIANS

- Backbone of society.
- Not always be the best founders of an entrepreneurial enterprise.
- But they can be an excellent distributor, franchisee or owner of an existing business.
- Detail and tactic- oriented, and motivated by doing things one way- the right way.
- Very diligent and cooperative, following rules, procedures and policies carefully.
- Business- dry cleaning stores and liquor or convenience stores, where the need for the product or service is strong.
- Accidental entrepreneurs.
- Most authoritarians need a partner with a stronger natural ability to prospect or network.
- Relaxed, patient, accommodative and team player

COLLABORATORS

- Sociability
- Can easily use their influence to get what they want.
- Not comfortable with cold calling, pitching new ideas- they need aggressive partner.
- Good at running customer service- oriented or retail business or any business where being convincing is an important aspect of getting the job done, and done right.
- Good salesperson.
- Collaborators are good at warm selling
- Warm selling means they bring the prospect to them, often through a letter or advertisement enticing the prospect to contact them for more information about their product or service.

DIPLOMATS

- Restless and work under pressure.
- Can do things quickly and work well in pressure deadlines.
- High sense of urgency.
- Like variety.
- Ability to multitask.
- Beat as specialist entrepreneurs as they are sociable and also have drive in their personalities.
- To be successful- they typically need to hire stronger, more result oriented personality to be sure that deadlines are met, commitments are kept and staff members follow through on duties.

THANKING YOU
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