

**HANDOUT FOR MENTEE**

**ENTREPRENEURSHIP**

**2. Theme “Entry strategies and new business opportunities”  
Exercise “Qualities of entrepreneur”**

**Developed by:** *European Partnership, Lithuania*

**Task for mentee**

The following questions will help you to check yourself whether you have qualities of entrepreneur. Please read the questions and choose your answer. Mark your selection.

	<b>QUESTIONS FOR SELF-CHECK</b>	<i>Yes</i>	<i>No</i>
1.	Do you see opportunities, not problems?		
2.	Do you have higher need for achievement?		
3.	Are you calculated risk taker?		
4.	Do you have a target customer in mind?		
5.	Do you have marketing orientation? <i>(Despite the field of expertise)</i>		
6.	Have experience in the field that you are entering? <i>(Although Richard Branson says that having no experience is an advantage because you are not restricted by a frame of mind)</i>		
7.	Do you love what you do?		
8.	Do you know how to take criticism?		
9.	Do you know many people, do you have a network? <i>(Maybe, you can get an advice from banker, lawyer just for a cup of coffee?)</i>		
10.	Do you have a “helicopter view” of a business and can see how various departments interact with each other?		
11.	Are you organized enough to get things done, keep things in order and monitor the business?		
	<b>Total “yes”:</b>		

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### 2. Theme “Entry strategies and new business opportunities”

#### Exercise “Qualities of entrepreneur”

#### Tips for a successful entrepreneur

- *Always have a positive thinking. As it was mentioned – see opportunities.*
- *Solve problems by taking action – there is always a solution.*
- *Think in a broad sense and “out of the box”.*
- *Have a desire – it will push you all the way.*
- *Appreciate the time and don’t waste it.*
- *Be assertive and concentrate on the results. Remember the Pareto principle, also known as the 80–20 rule that states that, for many events, roughly 80% of the effects come from 20% of the causes.*