

INSTRUCTION FOR MENTOR**ENTREPRENEURSHIP****2. Theme** Entry strategies and new business opportunities**Exercise** “Qualities of entrepreneur”**Developed by:** *European Partnership, Lithuania***Aim:** self- check for mentee whether he/she has qualities of entrepreneur**Expected duration:** 40 min.**Description:**

Before starting a business it is important to check yourself whether you have qualities of entrepreneur. This exercise gives opportunity to the mentees to overview important points before starting the business and to decide what he/she would like to improve. Also, tips for successful entrepreneurship are given.

Steps for performing the exercise:

- Mentor introduces the theme and the exercise to the mentees, explains the aim of the exercise.
- There are 3 steps in this exercise:
 - 1 **Step:** Mentees perform task individually, answering the questions for self-check.
 - 2 **Step:** Mentor explains the results to mentees and encourages them to discuss their choices.
 - 3 **Step:** Tips for successful entrepreneur are given.

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HANDOUT FOR MENTEE

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.

	QUESTIONS FOR SELF-CHECK	Yes	No
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?		
	Total “yes”:		

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EXPLANATION OF THE RESULTS**Task for mentor**

Below you will find explanation of the results for mentees. Please explain the results to mentees. Give them tips for a successful entrepreneur.

Explanation of the results

More qualities you have – better to you (see your Total “**yes**” score). The situation might be changed and if you think that some improvements have to be made – make it as your goal.

Remember that you might have answered “**no**” to all of these questions, but that doesn’t mean that you can’t become a successful entrepreneur – just have in mind those factors.

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).*