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CHAPTER 2: SMALL BUSINESS ENTREPRENEURS: CHARACTERISTICS AND COMPETENCIES

Chapter Summary

This chapter explores entrepreneurial personalities and the career paths entrepreneurs may take. The competencies need to succeed are discussed along with the different levels of professionalism small businesses may chose. Focus is given to three types of entrepreneurs that face special challenges: the family business, women- and minority- owned businesses and late or second career entrepreneurs.

Learning Objectives

After studying this chapter, the student should be able to:

1. Recognize the key aspects of entrepreneurial personality.
2. Assess the operational competencies of the successful entrepreneur.
3. Understand the types of career paths entrepreneurs pursue.
4. Recognize the special nature of entrepreneurial teams.
5. Identify the challenges women and minority business owners face.
6. Describe the situation of people who become business owners later in life.

Focus on Small Business:

Internet Entrepreneur, Laura Tidwell

A divorced, single mother at 18, Laura Tidwell knew she needed a business that would allow her to stay at home, earn a decent living and raise her daughter. Self-taught in the area of Internet advertising, she acquired big name clients such as Encyclopedia Britannica and Thomas Register by offering to do their online advertising buying for free for a period of time. If they were satisfied – and they were – they would become her clients.

Discussion Questions

Entrepreneurial Small Business 4th Edition Katz

Richard Harrison, Claire M. Leitch



Entrepreneurial Small Business 4th Edition Katz:

Intrapreneurship Handbook for Librarians Arne J. Almquist, Sharon G. Almquist, 2017-01-16 Do you have a great idea for an innovation in your library From idea to execution this book provides the information necessary to help you to become an intrapreneurial star at your library Have you ever presented an idea to your boss and had it so firmly rejected that you never want to suggest anything again Do you feel locked into a rigid hierarchy where bureaucracy has strangled all innovation Are you motivated to shake things up in your organization to improve it but are afraid of drowning in the waves you ll create This book explains how any individual can be an effective change agent in his her library addressing topics such as getting started handling difficult situations creating partnerships both within and outside of your organization cutting through bureaucratic red tape and maintaining momentum with initiatives Written by librarians who are both experienced entrepreneurs intrapreneurs Intrapreneurship Handbook for Librarians How to Be a Change Agent in Your Library explains what being a library intrapreneur is all about being empowered to find innovate ways to increase impact grow resources and develop new methods of leveraging the skills and perspectives of librarianship to enable the survival of libraries all while enjoying your job more The chapters guide readers through the intrapreneurial process from writing a plan and selling it to administrators and other stakeholders to securing funding for the idea and actualizing the plan and answers tough questions such as How do I let my clients know what my library can offer How do we compete with the Internet and How do I gain support for our services in a time of budget cuts This book will be a priceless resource for all librarians regardless of experience level or type of library as the principles and guidelines described are universal Entrepreneurial Marketing Zubin Sethna, Rosalind Jones, Paul Harrigan, 2013-07-05 **Entrepreneurial Marketing** **Encyclopedia of Information Science and Technology, Fourth Edition** Khosrow-Pour, D.B.A., Mehdi, 2017-06-20 In recent years our world has experienced a profound shift and progression in available computing and knowledge sharing innovations These emerging advancements have developed at a rapid pace disseminating into and affecting numerous aspects of contemporary society This has created a pivotal need for an innovative compendium encompassing the latest trends concepts and issues surrounding this relevant discipline area During the past 15 years the Encyclopedia of Information Science and Technology has become recognized as one of the landmark sources of the latest knowledge and discoveries in this discipline The Encyclopedia of Information Science and Technology Fourth Edition is a 10 volume set which includes 705 original and previously unpublished research articles covering a full range of perspectives applications and techniques contributed by thousands of experts and researchers from around the globe This authoritative encyclopedia is an all encompassing well established reference source that is ideally designed to disseminate the most forward thinking and diverse research findings With critical perspectives on the impact of information science management and new technologies in modern settings including but not limited to computer science education healthcare government engineering business and natural and physical sciences it is a pivotal and relevant source of

knowledge that will benefit every professional within the field of information science and technology and is an invaluable addition to every academic and corporate library *Researching Entrepreneurship* Per Davidsson,2006-04-18

Entrepreneurship is a phenomenon of tremendous societal importance It is also an elusive phenomenon and researching entrepreneurship is therefore fun fascinating and frustrating at times In *Researching Entrepreneurship* Per Davidsson one of the most highly recognized entrepreneurship scholars shares in a personal and readable way his rich experience and ideas on how entrepreneurship can or should be researched After a comprehensive treatment of entrepreneurship as societal phenomenon and scholarly domain the core chapters of the book discuss design sampling operationalization and analysis issues on several levels of analysis individual venture firm industry region and nation The book is targeted at doctoral students and other relative newcomers to the field of entrepreneurship research However taking a fresh reflective perspective and looking beyond research conventions it should provide potential for inspiration and food for thought also for experienced entrepreneurship researchers

Das Konzept Eigeninitiative Jette Wiegel,Michael Frese,2018-03-08 Mit Selbstverantwortung zum Unternehmenserfolg Obwohl Eigeninitiative eine wichtige Fähigkeit im Berufsalltag des 21. Jahrhunderts ist gab es bislang kaum fundierte Managementliteratur darüber Diese Lücke wird nun endlich geschlossen Wiegel und Frese zeigen den Zusammenhang zwischen Eigeninitiative und Unternehmenserfolg und erklären wie die Autonomie der Mitarbeiter systematisch gefördert werden kann und muss Ein mit zahlreichen Praxisbeispielen gespickter Leitfaden für Führungskräfte die ihre Mitarbeiter zu mehr Eigeninitiative anleiten und ihnen mehr Effizienz und Zufriedenheit beim Arbeiten ermöglichen möchten denn nur so kann ein Unternehmen langfristig erfolgreich sein *The Entrepreneurial Paradox* Lianne Taylor,2016-11-29 Exploring the interaction between entrepreneurs and managers this book attempts to understand the psychology behind how they think behave and interact in order to benefit organizations The *Entrepreneurial Paradox* shows how to achieve sustainable success and resilience through teamwork In examining the collective mind the author asserts that understanding these relationships can secure the right changes within a business through the integration and transfer of entrepreneurial experience and new managerial approaches Presenting original research the author reveals new insights into the challenges in such interactions addresses what causes them and provides a guide for avoiding conflict

Enterprise and Small Business Sara Carter,Dylan Jones-Evans,2006 This text provides a comprehensive introduction to small businesses the changing business environment in which they emerge and operate the nature of entrepreneurship and the practical business of managing a small firm Habitual Entrepreneurs Deniz Ucbasaran,Paul Westhead,Mike Wright,2006-01-01 This is an excellent book The conceptual framework and empirical results are presented in a most readable form The reader is also provided with a comprehensive discussion of the results obtained The book contains a wealth of information about entrepreneurs and entrepreneurship and provides numerous suggestions for future research

Economic Outlook and Business Review Despite a number of success stories presented in the media not all habitual

entrepreneurs entrepreneurs who have owned at least two businesses are consistently successful This book is inspired by the apparent dearth of rigorous research to underpin or in some cases challenge the popular perception of habitual entrepreneurs It seeks to address the gap in the literature by shedding light on the phenomenon of habitual entrepreneurship Deniz Ucbasaran Paul Westhead and Mike Wright use a combination of theory and empirical evidence to illustrate why it is so important for researchers policymakers entrepreneurs and investors to distinguish between novice i e first time entrepreneurs and habitual entrepreneurs Issues tackled include human capital characteristics information search and opportunity identification behaviours and the performance of different types of entrepreneurs The book also highlights the heterogeneity of habitual entrepreneurs by drawing attention to serial and portfolio entrepreneurs Developing a conceptual framework and an agenda for future research Habitual Entrepreneurs will prove a significant reference tool for academics students and researchers with an interest in entrepreneurship and SMEs Its systematic analysis of the role of prior entrepreneurial experience in the venturing process will also be invaluable to practitioners such as policymakers entrepreneurs and investors

Global Business Expansion: Concepts, Methodologies, Tools, and Applications Management Association, Information Resources, 2018-04-06 As businesses seek to compete on a global stage they must be constantly aware of pressures from all levels regional local and worldwide The organizations that can best build advantages in diverse environments achieve the greatest success Global Business Expansion Concepts Methodologies Tools and Applications is a comprehensive reference source for the latest scholarly material on the emergence of new ideas and opportunities in various markets and provides organizational leaders with the tools they need to be successful Highlighting a range of pertinent topics such as market entry strategies transnational organizations and competitive advantage this multi volume book is ideally designed for researchers scholars business executives and professionals and graduate level business students

International Journal of Development Research and Quantitative Techniques , **Data-Driven Decision Making in Entrepreneurship** Nikki Blacksmith, Maureen E. McCusker, 2024-04-02 Since the beginning of the 21st century there has been an explosion in startup organizations Together these organizations have been valued at over 3 trillion In 2019 alone nearly 300 billion of venture capital was invested globally Global Startup Ecosystem Report 2020 Simultaneously an explosion in high volume and high velocity of big data is rapidly changing how organizations function Gone are the days when organizations can make decisions solely on intuition logic or experience Some have gone as far as to say that data is the most valuable currency and resource available to businesses and startups are no exception However startups do differ from their larger counterparts and corporations in three distinct ways 1 they tend to have fewer resources time and specialized training to devote to data analytics 2 they are part of a unique entrepreneurial ecosystem with unique needs 3 scholarship and academic research on human capital data analytics in startups is lacking Existing entrepreneurship research is primarily conducted in business schools There needs to be more integration of industrial organizational psychology and

entrepreneurship This book was designed to do just that to demonstrate how organizational psychology with a focus on human capital data and analytics can advance the science and practice of entrepreneurship This book is purposefully designed to address the unique idiosyncrasies of the science research and practice of startups and the entrepreneurial ecosystem Each chapter takes a science practice perspective highlighting a specific human capital management topic e g learning and development team effectiveness human capital due diligence and discusses how leveraging data can help enhance decision making The volume is grounded in sound theory and practice of organizational psychology entrepreneurship and management It is divided into three parts 1 human capital assessment and development for startups 2 understanding startup situations environments and support systems and 3 measuring startup level performance

Entrepreneurship-Forschung: Fach oder Modetrend? Sean Patrick Saßmannshausen,2012 **Research Handbook on Entrepreneurial Opportunities** Catherine Léger-Jarniou,Silke Tegtmeier,2017-01-27 With a wide ranging set of contributions this book provides a compilation of cutting edge original research in the field of entrepreneurial opportunities The book reopens the subject from diverse perspectives focusing on theories and approaches to entrepreneurial opportunities The book has been complemented by an outstanding Delphi panel of six leading scholars of the field Lowell Busenitz Dimo Dimov James O Fiet Denis Gr goire Jeff McMullen and Mike Wright This carefully edited selection of current and topical contributions will be of immense value to students researchers and scholars interested in the field of entrepreneurial opportunities *Entrepreneurial Finance, Fourth Edition: Finance and Business Strategies for the Serious Entrepreneur* Steven Rogers,2020-05-12 Publisher s Note Products purchased from Third Party sellers are not guaranteed by the publisher for quality authenticity or access to any online entitlements included with the product Get your business up and running and keep it thriving with the latest edition of the classic entrepreneurial resource For over 20 years Steven Rogers s Entrepreneurial Finance has been the definitive guide to setting up and managing the financial aspects of any small to medium sized business But how can today s entrepreneurs learn to thrive in the most difficult economy in generations In this long awaited fourth edition Rogers updates his classic content for the 21st century revising every chart graph and case study to reflect the modern entrepreneurial landscape Inside you ll find the most up to date information on writing a growth business plan compiling and understanding financial statements making a company profitable valuing a company cash flow management debt and equity financing and much more The book is also packed with brand new content on such current topics as Entrepreneurship and intrapreneurship models Raising venture capital in private markets Crowdfunding vs crowdsourcing Financing for minorities and women Taking a job with an entrepreneurial firm Along with real world case studies and detailed analysis all new classroom materials for MBA students and a streamlined approach that makes the material more accessible than ever Rogers s updated content demystifies the ever changing world of entrepreneurial finance and guides you step by step through the process of maintaining steady profitability and business longevity Whatever business

you run or plan to launch this essential guide provides the tools you need to build a sturdy foundation that will support it for many years to come **Entrepreneurship** Norris F. Krueger, 2002 This new collection provides a much needed retrospective view of the key academic work published in this area The papers here highlight the importance of studying entrepreneurship from a wide range of perspectives including research that derives from economics history sociology psychology and from different business disciplinary bases such as marketing finance and strategy The overall focus in this set is on entrepreneurial activity rather than specifically small or family owned business and favours research articles over those that deal purely with practice **Journal of Small Business and Entrepreneurship** , **The New Party Challenge** Tim Haughton, Kevin Deegan-Krause, 2020-12-15 Why do some parties live fast and die young but others endure And why are some party systems more stable than others Based on a blend of data derived from both qualitative and quantitative sources The New Party Challenge develops new tools for mapping and measuring party systems and develops conceptual frameworks to analyse the dynamics of party politics particularly the birth and death of parties In addition to highlighting the importance of agency and choice in explaining the fate of parties the book underlines the salience of the clean versus corrupt dimension of politics charts the flow of voters in the new party subsystem and emphasizes the dimension of time and its role in shaping developments The New Party Challenge not only provides the first systematic book length study of political parties across Central Europe in the three decades since the 1989 revolutions charting and explaining the patterns of politics in that region it also highlights that similar processes are at play on a far wider geographical canvas The book concludes by reflecting on what the dynamics of party politics especially the emergence of so many new parties means for the health and quality of democracy and what could and should be done **Handbook on the Entrepreneurial University** Alain Fayolle, Dana T. Redford, 2014-01-01 This insightful Handbook offers a lens through which to view entrepreneurship strategy for higher education institutions as it becomes increasingly necessary for universities to consider changing their strategies culture and practices to become more entrepreneurial Is the idea of an entrepreneurial university a myth or a reality Is the university model capable of adapting to new evolving trends and a more complex professional world And what is the impact of entrepreneurship in education Through extensive research and case studies from some of the leading entrepreneurial thinkers around the world Alain Fayolle and Dana Redford answer these questions and raise further issues for debate Particular focus is given to developing university strategy public policy and start up support as a means to foster graduate entrepreneurship Each contribution explores different perspectives related to the entrepreneurial university concept and its role in stimulating economic growth through cooperative relationships with business and government As a comprehensive study of the entrepreneurial university this Handbook will prove invaluable to business and entrepreneurship students and academics as well as university administrators researchers and others interested in the evolution of the university

Academic Entrepreneurship Andrew C. Corbett, Jerome A. Katz, Donald S. Siegal, 2014-07-31 Volume 16 considers the

central issue of academic entrepreneurship the factors and concepts that underpin the fostering of universitybased entrepreneurial ventures Specifically it contains research on the consequences of university technology transfer with a strong emphasis on the entrepreneurial dimension of this activity Entrepreneurial Learning Richard Harrison,Claire M. Leitch,2008-01-31 This book addresses the burgeoning interest in organizational learning and entrepreneurship bringing together for the first time a collection of new papers dealing explicitly with entrepreneurial learning Where past books have examined learning in a corporate context Harrison and Leitch focus instead on the learning process within entrepreneurship and the small business Areas covered include a review of the concept of entrepreneurial learning and the relationship between entrepreneurial learning and the wider literatures on management and organizational learning a review and development of a number of conceptual models of the process of learning in entrepreneurial contexts an illustration of the applications of concept of entrepreneurial learning in a range of contexts an international perspective on entrepreneurial learning

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