MODULE 5 EXERCISE

**- Entrepreneurial Characteristics -**

**1. Think about which entrepreneurial characteristics you have. Remember that some of these characteristics will come with experience or can be developed over time!**

1.1. Take a few minutes to rate yourself on a scale of 1-10 for the following:

| **Characteristic** | **1** | **2** | **3** | **4** | **5** | **6** | **7** | **8** | **9** | **10** |
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| Passion |  |  |  |  |  |  |  |  |  |  |
| Risk-taking |  |  |  |  |  |  |  |  |  |  |
| Flexibility |  |  |  |  |  |  |  |  |  |  |
| Self-confidence |  |  |  |  |  |  |  |  |  |  |
| Management Skills |  |  |  |  |  |  |  |  |  |  |
| Networking Skills |  |  |  |  |  |  |  |  |  |  |
| Financial Management Skills |  |  |  |  |  |  |  |  |  |  |
| Grit or Resilience |  |  |  |  |  |  |  |  |  |  |

1.2. What characteristics do you think you need to improve and how could you do to develop your entrepreneurial skills further?

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**2. Looking at the four entrepreneurial types (innovator, hustler, imitator, and researcher) which one do you feel you are most like (or are you a combination of two)? And why?**

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**3. What kind of co-founder or partner should you look for in your business and what skills would be complementary to your own?**

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**4. Here is an example of an entrepreneurial bio for the founder of ABC tutors:**

| Peter Makebeis the founder and CEO of ABC Tutors which provides affordable, group tutoring services to high school learners in Tshwane and part-time employment opportunities for University students.  Peter is passionate about education and started the business when he was at university and was tutoring his younger cousin, who was still in high school. Her friends and their parents saw her improved marks at school after his help, and were soon offering to pay him. At the same time his friends at university were jealous of his ability to earn extra money on a part-time basis.  Peter has a BComm from the University of Pretoria and has been running ABC tutors for the past 12 months. To date, they have helped over 100 learners and hope to expand the services into other parts of Gauteng. |
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**Now it’s your turn! Try to write a short bio or profile for yourself:**

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