

Pathways to Entrepreneurship Success: Training and Services

Some Ideas based on experience drawn from Youth Entrepreneurship Facility (YEF) in Tanzania

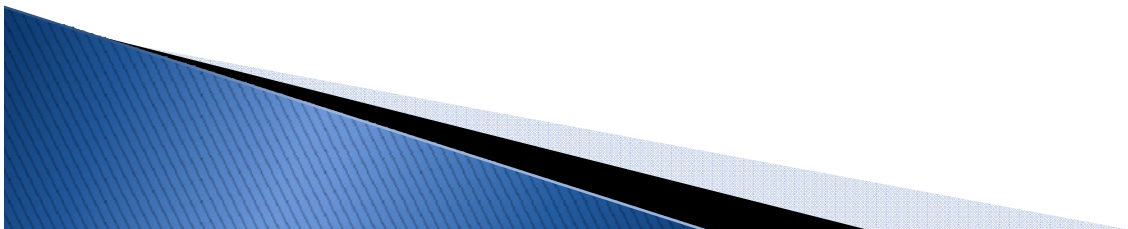
Presented by: Mkuku M. Louis National Coordinator – Tanzania
In GPYE Entrepreneurship Workshop June 3 – 4 Dar es Salaam - Tanzania

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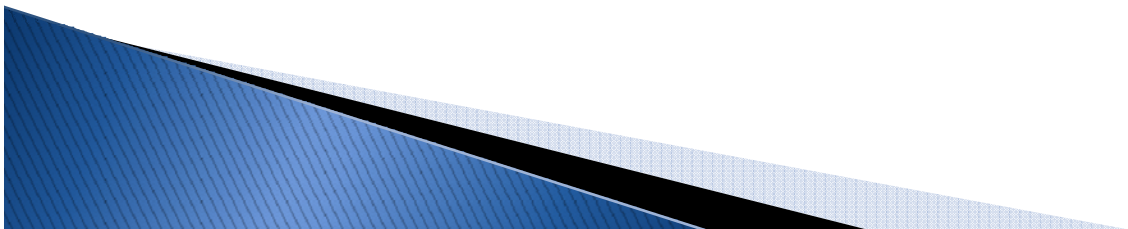
Outline

- ▶ 1. Entrepreneurship Defined
- ▶ 2. Characteristics attributed to entrepreneurs
- ▶ 3. Conclusions
- ▶ 4. Some ideas on pathways
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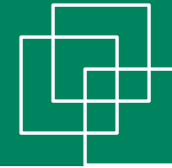


Entrepreneurship Defined

- ▶ The capacity and willingness to develop, organize and manage a business venture along with any of its risks in order to make a profit. The most obvious example of entrepreneurship is the starting of new businesses.
- ▶ In economics, entrepreneurship combined with land, labor, natural resources and capital can produce profit. Entrepreneurial spirit is characterized by innovation and risk-taking, and is an essential part of a nation's ability to succeed in an ever changing and increasingly competitive global marketplace.
- ▶ Source: <http://www.businessdictionary.com/definition/entrepreneurship.html#ixzz0PuALkUEr>

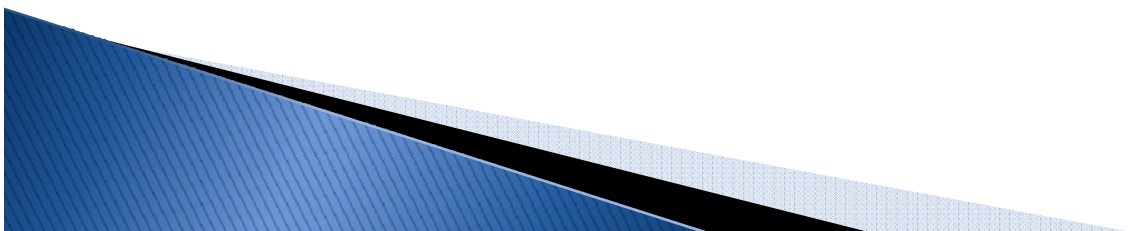


Entrepreneurship Defined

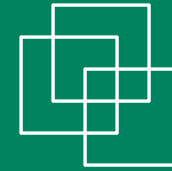


- ▶ "Entrepreneurship" describes the establishment of new organizations or the revitalization of mature organizations in response to a perceived business opportunity. A new business is sometimes referred to as a startup company. In recent years, the term has been extended to include social and political forms of entrepreneurial activity.[according to whom?] Entrepreneurship within an existing firm or large organization has been referred to as intra-preneurship and may include corporate ventures where large entities spin off subsidiary organizations.[1]
- ▶ Entrepreneurs are leaders willing to take risk and exercise initiative, taking advantage of opportunities in the market by planning, organizing and making use of resources,[2] often by innovating new or improving existing products (Johnson, 2005).[3] More recently, the term entrepreneurship has been extended to include conceptualizations of entrepreneurship as a specific mindset (see also entrepreneurial mindset) resulting in entrepreneurial initiatives e.g. in the form of social entrepreneurship, political entrepreneurship, or knowledge entrepreneurship.

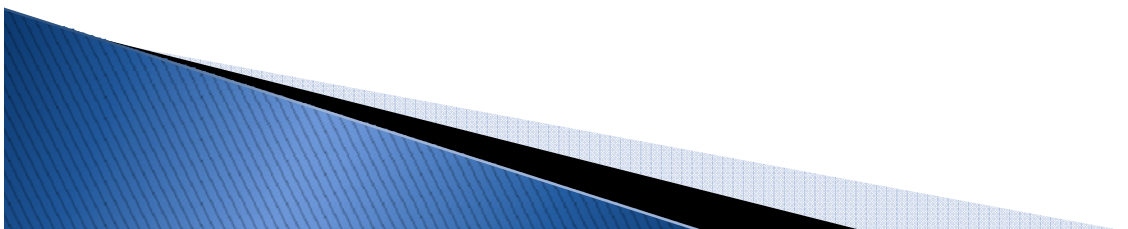
Source: wikipedia.org/wiki/Entrepreneurship



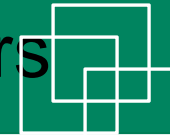
Definition cont...



- ▶ An entrepreneur is an individual who owns a firm, business, or venture, and is responsible for its development. Entrepreneurship is the practice of starting a new business or reviving an existing business, in order to capitalize on new found opportunities.
- ▶ Source: <http://www.paggu.com/entrepreneurship/what-is-entrepreneurship/>



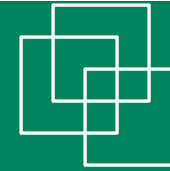
characteristics attributed to entrepreneurs



- Confidence
- Perseverance, determination
- Energy, diligence
- Resourcefulness
- Ability to take calculated risks
- Dynamism, leadership
- Optimism
- Need to achieve
- Versatility; knowledge of product, market, machinery, technology
- Creativity
- Ability to influence others
- Ability to get along well with people
- Initiative
- Flexibility
- Intelligence
- Orientation to clear goals
- Positive response to challenges
- Independence
- Responsiveness to suggestions and criticism
- Time competence, efficiency

- Ability to make decision quickly
- Responsibility
- Foresight
- Accuracy, thoroughness
- Cooperativeness
- Profit orientation
- Ability to learn from mistakes
- Sense of power
- Pleasant personality
- Egotism
- Courage
- Imagination
- Perceptiveness
- Toleration for ambiguity
- Aggressiveness
- Capacity for enjoyment
- Efficacy
- Commitment
- Ability to trust workers
- Sensitivity to others
- Honesty, integrity
- Maturity, balance

Conclusions

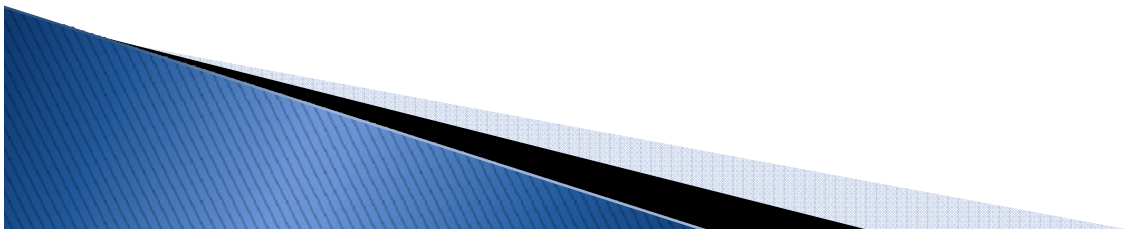


Entrepreneurship is more than simply “starting a business.” The definition of entrepreneurship is a process through which individuals identify opportunities, allocate resources, and create value. This creation of value is often through the identification of unmet needs or through the identification of opportunities for change.

Entrepreneurs see “problems” as “opportunities,” then take action to identify the solutions to those problems and the customers who will pay to have those problems solved.

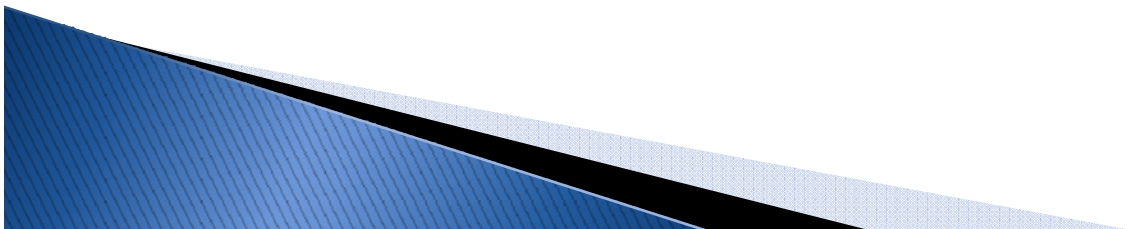
Entrepreneurial success is simply a function of the ability of an entrepreneur to see these opportunities in the marketplace, initiate change (or take advantage of change) and create value through solutions.

Source: <http://www.gregwatson.com/entrepreneurship-definition/>



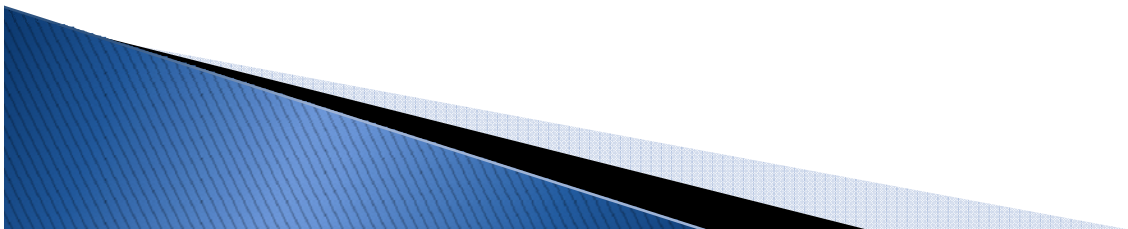
Conclusions Cont.

- ▶ The concept of entrepreneurship has a wide range of meanings. On the one extreme an entrepreneur is a person of very high aptitude who pioneers change, possessing characteristics found in only a very small fraction of the population. On the other extreme of definitions, anyone who wants to work for himself or herself is considered to be an entrepreneur.
- ▶ <http://www.quickmba.com/entre/definition/>



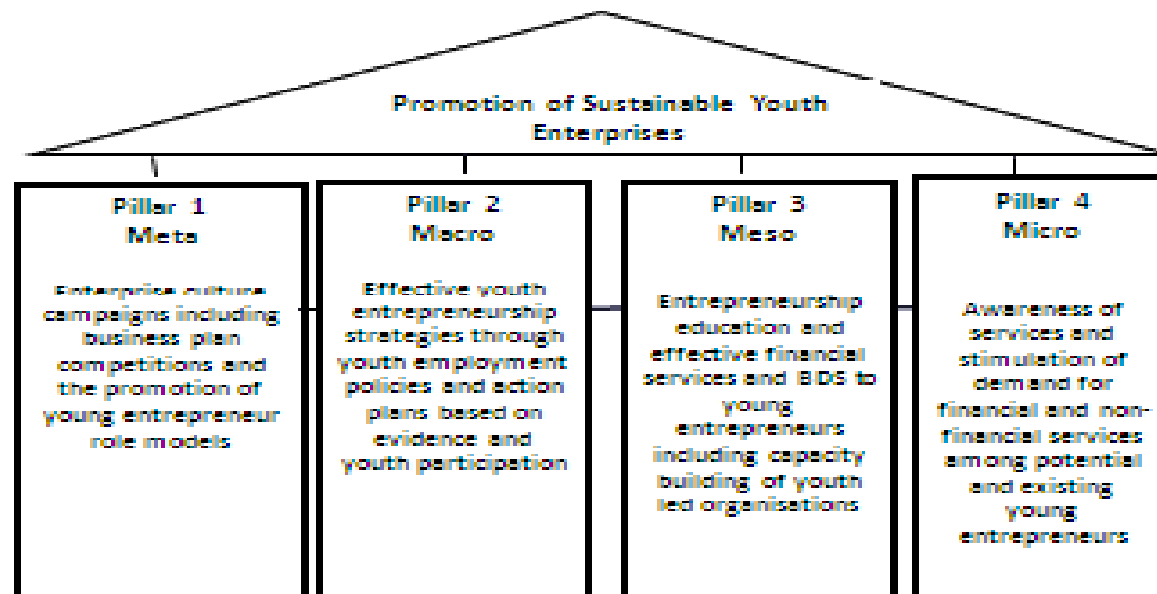
Some ideas on Pathways

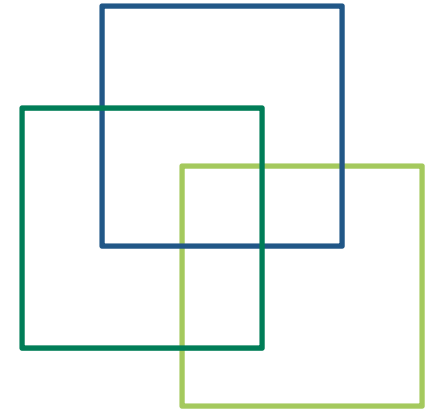
- ▶ Necessary conditions for the success of entrepreneurship training may (from field experience) include:
 - ▶ A deliberately designed self awareness of the people (civic empowerment) especially young people
 - ▶ Enabling/supportive/conducive environment that allows and respects freedom of association (true democracy) and expression
 - ▶ Supporting National and local institutions
 - ▶ A growing local economy
 - ▶ Demand driven curriculum guided by a well designed EE training framework
 - ▶ A Critical mass of well trained Tutors and classroom teachers
 - ▶ A sound Monitoring and Evaluation system



YEF Experience 2011 – 2015

Systemic approach & intervention mix





Thank You!

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