RATE the TRAIT: Twice!

IMPORTANT TRAITS FOR THE SUCESSFUL ENTREPRENEUR

Round One: On the attached handout rate twenty important traits for the successful entrepreneur using a three point ranking: (1) not important, (2) somewhat important, (3) very important. Be ready to explain your ranking with the class.

Round Two: Watch video clips featuring four entrepreneurs and winners of the National Retail Federation contest: "This is Retail." (<http://www.retailmeansjobs.com/Contest>) Now using a colored pencil go back to your Rate the Trait handout and make changes after hearing from four leading retailers. Submit this document in Moodle

(1) Not Important, (2) Somewhat Important, (3) Very Important

Quality or Trait:

1. High level of energy
2. Good physical health
3. A strong need to achieve
4. A willingness to take risks
5. A desire to create
6. A need to closely associate with others
7. A strong desire for money
8. A willingness to tolerate uncertainty
9. An ability to get along with others
10. Being well organized
11. Self-reliance
12. A need for power
13. Patience
14. Competitiveness
15. Desire and willingness to take the initiative
16. Self-confidence
17. Versatility (ability to do many things)
18. Perseverance (sticking at something difficult)
19. Innovativeness (willingness and ability to do something untried)
20. Ability to lead effectively