

The Entrepreneur Scan Measuring Characteristics and Traits of Entrepreneurs

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Summary

All over the world there is a growing interest in entrepreneurship and the central role of the entrepreneur. This paper is about Entrepreneur Scan (E-Scan): an objective tool for self-reflection for entrepreneurs and those who wish to start a business of their own. E-Scan provides insight into necessary traits and capabilities for entrepreneurship. After describing the instrument and some alternative tests, results of the E-Scan for more than 21,000 (starting) entrepreneurs and 60 potential successors will be discussed. It can be concluded that entrepreneurs in the Netherlands do not lack endurance.

1 Introduction

The interest in entrepreneurship has increased considerably. A growing number of people take on a positive attitude towards entrepreneurship (Wennekers, 2006). Van Gelderen, Thurik and Bosma (2005) have estimated that in 2003 2.4% of the Dutch population between the ages of 18 and 53 are starting a business of their own. In addition, interest in starters and their effect on employment in the Netherlands is increasing (Audretsch and Thurik, 2000). As a result, studies about the relationship between entrepreneurs and business success have become increasingly important. Which traits and capabilities of the entrepreneur influence business success? This is an important question to be answered. Not only for the entrepreneur, but also for the organizations and institutions who focus on entrepreneurs, like banks, and those who wish to start a business of their own or want to learn about entrepreneurship.

Based on a literature study about granting of credit to starting entrepreneurs, Brinkman (2000) concludes that starters are discriminated compared to entrepreneurs of existing and large businesses concerning financing possibilities. Financiers perceive starting companies to have a higher perceived risk, relatively high contract- and observing costs, insufficient guarantee and no track record according to entrepreneurial experience. Banks judge applications for credit on a written business plan. The background and capabilities of the entrepreneur are hardly taken into account in this plan. The judgement of the bank is mostly based on the reported financial projections. This literature study also showed that starters find the business plan of little strategic importance and hardly work with it after the start of their business. Considering that 50% of the established businesses disappear within five years (Wennekers, 2006), the decision making for granting credits solely based on estimated financial projections could be questioned. Brinkman (2000) concludes that it would be better to take objectively measured characteristics of the entrepreneur into account.

The most important reason for using an objective entrepreneurship test is the importance of self-knowledge for successful entrepreneurship (Timmons, 1989; Van den Flier, 1990; Nandram and Samson, 2000). Especially Timmons (1989) expresses this in his definition of entrepreneurship: *'It is the ability to build a 'founding team' to complement your own skills and talent'*. The Entrepreneur Scan, developed in section 2, offers the entrepreneur insight into his own characteristics and capabilities for successful entrepreneurship. This information is useful when deciding whether to start a business or not, or to delay the start or to hire expertise. We define entrepreneurship as seeing and pursuing opportunities by having and running a privately owned company or within a (larger) company, as a result of which value is

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Ed M. Williston



The Entrepreneur Scan Measuring Characteristics And Traits:

Handbook of Research on Nascent Entrepreneurship and Creating New Ventures Carrizo Moreira, António,Dantas, José Guilherme Leitão,2020-10-09 Due to the 2008 2009 crisis the United Nations 2030 agenda for sustainable development and the COVID 19 pandemic the role of entrepreneurship has become more critical in most economies Moreover emerging protectionist policies are further encouraging the emergence of new entrepreneurial projects particularly to replace goods and services traditionally provided by other countries Understanding current challenges and best practices in nascent entrepreneurship is integral for the successful launching of new ventures to support the revitalization of economies and achieve sustainability The Handbook of Research on Nascent Entrepreneurship and Creating New Ventures is a crucial reference source that covers the latest empirical research findings in the field of entrepreneurship and addresses the obstacles entrepreneurs face in these recent challenging times The book embraces a pluralistic perspective from academicians currently navigating nascent entrepreneurship and key concepts for launching successful new ventures Covering topics that include government support programs spin off companies leadership strategic entrepreneurship and crowdfunding this book is targeted towards entrepreneurs professionals academicians researchers and students

Digital Economy and New Value Creation Mihail Busu,2022-08-18 This book constitutes a selection of the best papers from the 15th International Conference on Business Excellence Digital Economy and New Value Creation ICBE 2021 held in Bucharest Romania in March 2021 This book is a collection of research findings and perspectives related to the digital economy and new value creation led by the set of improvements and changes in the economic societal and technological structures and processes towards the effort of reaching the sustainability goals

Belt and Road Initiative - Collaboration for Success Eve Man Hin Chan,Angappa Gunasekaran,2020-01-02 This book presents a series of studies analyzing critical factors that promote and constrain textile clothing T C production and trade in the Belt Road B R countries and forces that drive the restructuring and transforming of global T C supply chain and operations in the B R context The book also offers insights into the challenges and opportunities for T C manufacturing in B R countries through interviews with T C experts and also examines how Hong Kong can strengthen its super connector role by facilitating sustainable trade and development in the T C industries as well as discussion on the impact of global trade wars on T C trade In the studies presented in this book they offer topics ranging from the macro economy international business environment and strategies logistics and supply chain policy changes to sustainability The studies offer descriptive theoretical and empirical analyses that explore T C business and management related opportunities and challenges that are derived from the Belt and Road Initiative BRI Econometric analysis with the gravity model is applied to T C trade and extended to cover other areas that have not been considered in previous studies such as production costs export supply chain costs technologies demographical factors and factors related to the business environment and policies including qualitative variables Studies using in depth interviews and linear regression

analysis are also present to explore new factors for T C trade and production relocation to B R countries **Intelligent Computing and Networking** Valentina Emilia Balas,Vijay Bhaskar Semwal,Anand Khandare,2023-08-04 This book gathers high quality peer reviewed research papers presented at the International Conference on Intelligent Computing and Networking IC ICN 2023 organized by the Computer Engineering Department Thakur College of Engineering and Technology in Mumbai Maharashtra India on February 24 25 2023 The book includes innovative and novel papers in the areas of intelligent computing artificial intelligence machine learning deep learning fuzzy logic natural language processing human machine interaction big data mining data science and mining applications of intelligent systems in healthcare finance agriculture and manufacturing high performance computing computer networking sensor and wireless networks Internet of Things IoT software defined networks cryptography mobile computing digital forensics and blockchain technology

Rethinking Sustainability in Facilities and Workplace Management Frans Melissen,Bert Smit,Vitalija Danivska,Andrew Ngawenja Mzembe,2022-08-19 This book discusses sustainability within the facility management industry However it is not another anthology of so called best practices and the seemingly endless range of certification schemes It is also not a marketing guide on how to communicate high pitched sustainability ambitions to potential customers to increase short term market share Instead this book is based on the realisation that most facility management businesses and departments actually find it hard to truly integrate sustainability into their strategies tactics and day to day operations in a coherent way It is also based on the reference point that sustainable development cannot be realised only through technological advancements and new procedures it requires new behavioural patterns of people Not only of your own employees as a supplier or department but also of those for whom you design stage and manage optimal workplace experiences Those patterns will not emerge from nowhere but need to be purposely created and cultivated based on a thorough understanding of what people and organisations need want and desire Through reviewing specific barriers and opportunities related to practical situations and examples at all three levels of facility management the operational tactical and strategic level and supported by the latest theoretical insights this book provides students and practitioners with inspiration and suggestions for using sustainability as a guideline for improving workplace experience concepts and FM strategies services and processes Each chapter uses specific cases and examples as the starting point for reflecting on avenues to move from treating sustainability as an add on to using it as a powerful concept to create optimal workplace experiences In doing so these reflections provide lecturers students and current and future professionals with practical guidelines and pointers to take sustainability within the facility management industry to a much needed next level

Proceedings of MAC-ETeL 2016 group of authors,2016-08-04 Multidisciplinary Academic Conference on Education Teaching and E learning Czech Republic Prague MAC ETeL 2016 Developing the Competitive Advantage of Indigenous Construction Firms Matthew Kwaw Somiah,Clinton Ohis Aigbavboa,Wellington Thwala,2021-07-21 This book takes a

pragmatic approach to develop the competitive advantage of indigenous construction firms in the Global South using Ghana as a case study It provides readers with two major practical insights The first focuses on the theoretical underpinning of firms competitive advantage and develops a competitive advantage model for indigenous construction firms This competitive advantage conceptual framework aids in explaining the main and sub attributes underpinning the competitive advantage of indigenous construction firms as well as providing the basis for assessing a firm s competitiveness Secondly it highlights and addresses theoretical gaps in existing competitive advantage studies deemed essential for indigenous construction firms Finally a detailed two stage Delphi study in the Ghanaian construction industry is presented as a case study The book is therefore of interest to researchers in construction management strategic management civil engineering business administration marketing entrepreneurial and economic studies It is an essential manual for owners and managers of construction businesses It is also useful for government departments and non governmental agencies seeking innovative ways to develop the capacity of indigenous firms and or contractors to make them more responsive to competitive bidding scenarios delivery of projects and satisfying the needs of the industry s stakeholders

Annals of Entrepreneurship Education and Pedagogy - 2018 Charles H. Matthews, Eric W. Liguori, 2018 The third volume of the Annals of Entrepreneurship Education and Pedagogy critically examines past practices current thinking and future insights into the ever expanding world of Entrepreneurship education Prepared under the auspices of the United States Association for Small Business and Entrepreneurship USASBE this compendium covers a broad range of scholarly practical and thoughtful perspectives on a compelling range of entrepreneurship education issues

Improving Sustainability in the Hospitality Industry Frans Melissen, Lieke Sauer, 2018-10-03 Over the past few years the hospitality industry has become a lot more sustainable than it used to be However the industry s contribution to the sustainable development of our societies is still significantly smaller than it could be This book specifically addresses the links between operations tactics and strategy from a sustainable development perspective and moves beyond describing what is to reflect on what could be or even what should be thus providing students with a concise guide for improving sustainability concepts and businesses in the hospitality industry Each chapter uses specific cases and examples to reflect on different ways in which sustainability principles can be used for revisiting the host guest relationship and improving the industry s business processes and models In doing so the book provides current and future professionals with guidelines inspiration and a call for action to take sustainability within the hospitality industry to the next level based on inclusiveness equality and a sustainable relationship with our natural environment

Measuring Innovation Mark R. Kramer, 2005

Computer Control Systems for Log Processing and Lumber Manufacturing Ed M. Williston, 1985

Proceedings of the IRE. Institute of Radio Engineers, 1961

The Changing Image Geoffrey Crook, 1986

Artbibliographies Modern, 2005

The New York Times Index, 1995

Bibliographie Internationale de Science Politique, 1996

Government Reports Annual Index, Sections 1 2

Keyword Index Section 3 Personal author index Section 4 Corporate author index Section 5 Contract grant number index
NTIS order report number index 1 E Section 6 NTIS order report number index F Z *Cumulative Subject Index to
Psychological Abstracts* ,1969 **Cumulative Author Index to Psychological Abstracts** ,1972 **Inferring Personality
Traits from the Behaviour of Highly Successful Entrepreneurs** Eben Tommie Du Plessis,2014 Entrepreneurs can make
valuable contributions to the economic value of a country These contributions range ranging from employment for the
citizens to exports that help capital to flow into the country An entrepreneur possesses certain personality characteristics or
traits that distinguish him or her from others These characteristics are quite likely to play a very important role in the
establishment performance and success of any enterprise The aim of this research was to develop greater insight into how
certain personality traits can have a bearing on the way in which business is run Consequently the study focused on
establishing which personality traits are associated with highly successful entrepreneurs In other words the study focused on
how personality traits relate to high levels of business success irrespective of the era or of the business and culture settings

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