

Entrepreneurs are born not made – what do you think

[Business](#), [Entrepreneurship](#)



When we talk or debate about if the entrepreneurs are born or made, we need to think about what makes an entrepreneur, what are his objectives as an owner of a business, what should be his main skills and what kind of challenges and tasks he needs to face when running out a company. The word entrepreneur, originally from the French verb “entreprendre”, means “to undertake”. An entrepreneur is the person who undertakes a business. He is someone who organize the factors of production and who knows how to spot an opportunity and turn a dream into reality.

He is someone who enjoys of skills as vision, motivation and determination and has initiative and desire to take risks in order to benefit from the rewards (e. g. profits). They should be creative, innovative and confident about what they are doing, An entrepreneur needs to have the capacity to overcome any problems or disillusion, because in the day-to-day business they are faced with so many challenges and tasks, as placing their product in the market, do the right thing on the right time, manage costs, organize their enterprise, build a reputation of themselves and of their business or company, and so many other things.

He also should have knowledge about the business system, that is, how everything works in this field theoretically, because this will help him the make efficient decisions. The objective of a good entrepreneur is not only making money. He aspire for being best than the others, to make his own identity in the world, to prove himself, but he also have an insatiable desire for success and love and passion for his work. Obviously, that to achieve all that aspirations he is required to make profits in this business, but I believe

that we only can have success (e. g. make profits) if we have ambition, passion, dedication and commitment towards our work and goals. In all the things I have mentioned, there are some we can learn and others that come with us... No one can teach us about vision, passion, desire, creativity, determination, motivation, confidence and so on. These kinds of skills are essential for running a business, they come with us and we develop them in our growth process. Not just in business, but in all the other fields we need these skills to go on, and life experience may help us to build up them but there should be something inside ourselves to start building and developing them.

A survey by the Northeastern University's School of Technological Entrepreneurship shows that two-thirds of the U. S entrepreneurs "claim they were inspired to start their own business by their innate desire and determination, rather than by their education or work experience". The other one-third cited that they were motivated by higher education, work experience and success of entrepreneurial peers within their industry. (Font: <http://www.inc.com/news/articles/200610/born.html>)

So this survey shows us that the desire to be an entrepreneur is not made but born inside of the person and cannot be thought. This desire is discovered and not developed with the learning process, as many famous entrepreneurs launched their first business at the childhood, like Cameron Johnson. He started his business when he was nine years old. At the age of 12, he had made \$50, 000 selling his sister Beanie Babies over the Internet.

At that age did he have any entrepreneurship skills? No, but he had the willingness to prove himself and to do something different!

But on the other hand, the world got so many famous entrepreneurs whose success is related to their backgrounds, to their higher education in entrepreneurship or to what life experience thought them. We cannot completely deny that someone who spend part of his life studying, getting education, qualification and experience for the business world, will not succeed in his work. We got the example of Howard Schultz, the responsible of the Starbucks as we know it today. He was not the founder of Starbucks, but he was the one who transformed the concept of coffee. His education (B. S in Communication by the Northern Michigan University) may not be the principal key for his success, but in a big list of successful entrepreneurs he is the one who started working after his degree. But still his success is related with confidence, insistence, creativity and willingness to offer the world a different concept of coffee. To conclude, I am from the opinion that the entrepreneurs are born and not made, because I believe that business is all about personality and luck! And some people are born with luck and a business-minded personality that leads them to success!