



The oxford dictionary defines entrepreneur as “ One who undertakes an enterprise, especially a contractor- acting as an intermediary between capital and labour



According to J. B. Say “An entrepreneur is one who brings together the factors of production and combines them into a product”.



According to Peter Drucker “an entrepreneur is one who always searches for changes, responds to it and uses it as an opportunity”

Characteristics of an entrepreneur:

- Creativity
- Dynamism
- Leadership
- Team buiding
- Achievement motivaiton
- Problem solving
- Goal orientation
- Risk taking and decision making ability


Qualities of an entrepreneur:

- leadership
- Decisiveness
- Creative thinking
- Confidence in the project
- Technical knowledge
- Flexibility
- Ability to bring together resources
- Market orientation
- Determination, courage and perseverance
- Honesty
- Drive to achieve and grow
- Low need for status and power




Functions of an entrepreneur:

- Innovation
- Risk taking and uncertainty bearing
- Taking business decisions
- Managerial functions



According to Benjamin Higgins:
entrepreneurship means the
function of foreseeing investment
and production opportunity,
organising production process,
raising capital, hiring labour,
arranging supply of raw materials
and selecting top managers for day
to day operations.



Nature/Characteristics of entrepreneurship:

- innovation
- High achievement
- Managerial skill and leadership
- Group level patterns
- Organization building
- Gap filling function
- A function of social, political and economic structure
- Status withdrawal