

Learner Workbook

MODULE 2-INTRODUCTION TO ENTREPRENEURSHIP

Learner Name and Surname	
Learner ID	
Company / Branch	
Date	
Learner Signature	

OVERALL OUTCOME

COMPETENT	NOT YET COMPETENT	DATE
ASSESSOR SIGNATURE		
LEARNER SIGNATURE		
MODERATOR SIGNATURE		
MODERATOR FEEDBACK	UPHELD	OVERTURNED

Activity 1

UNIT STANDARD 263356-DEMONSTRATE AN IUNDERSTANDING OF ANN ENTREPRENEURIAL PROFILE

(SO1-4)

1. Define an entrepreneur in your own words.

2. Identify 2 business opportunities available in your area.

3. Explain the advantages and disadvantages of entrepreneurship

2. Differentiate between the skills, aptitudes, personality, and values of entrepreneurial behaviour

3. After thinking about the personality traits of entrepreneurs, it is time to understand and reflect on your own personal qualities. Go through and complete this simple checklist to help you assess whether you fit the profile of an entrepreneur.

	Yes	No	To Some Extent
1. Do you like to work on a project from start to finish?			
2. Do you like to plan your day?			
3. Do you have specific goals?			
4. Do you have a set plan for reaching those goals?			
5. Do you thrive on challenges?			
6. Are you willing to take calculated risks?			
7. Are you an effective communicator?			
8. Works well in a team and able to tolerate differences.			
9. Would you describe yourself as outgoing, energetic, friendly and sociable?			
10. Able to think and act positively.			
11. Do you frequently work after hours to meet deadlines or to get additional income?			
12. Willing to work hard and meticulous.			
13. Are you willing to work through the night or weekend to complete a project?			

14. Do you enjoy solving problems?			
15. Resourceful in finding information, ideas, and solutions.			
16. Are you at ease helping or serving the public? Do you have any experience in service-related work?			
17. Is earning a good income more important to you than titles, a large office, and stability?			
18. Are you computer literate or able to use the personal computer to do administration?			
19. Do you have a large circle of friends, family members and network contacts?			
20. Do you think you have a needed skill or knowledge that can be useful to others?			

Calculating your score:

- ✓ For every **Yes** answer give a 2
- ✓ For every **To Some Extent** answer give a 1
- ✓ For every **No** answer give a 0
- ✓ Count them all together

Interpretation of the result:

30-40	Why are you still waiting, you should be self-employed?
20-29	You have the potential for becoming an entrepreneur but need to work on your weak areas.
0-19	Rather stay at your employer; you are more suited for the formal employment sector.

4. List two enabling programmes for entrepreneurs

5. Where do you see yourself in six months? Where do you see yourself in 5 years?

ACTIVITY 3

1. List and explain 5 mental laws

2. Discuss 5 things you need to keep in mind as an employee who wants to make the leap to entrepreneur

UNIT STANDARD 114596 RESEARCH VIABILITY OF NEW IDEAS

ACTIVITY 4

1. Decide which type of thinking will be required for the events tabulated here in the development of a business venture

2. Identify three barriers and their effect to creative thinking

SAQA 114600 APPLY INNOVATIVE THINKING TO THE DEVELOPMENT OF A SMALL BUSINESS

ACTIVITY 5

1. What is innovation and what type of innovator are you?

2. Discuss the relationship between innovation and successful entrepreneurship

3. In your group/individually, brainstorm and identify new products that your own ventures can make or a new service you can provide for greater profitability and/or viability

