

Entrepreneurial Characteristics Handout

Introduction to Agribusiness Entrepreneurship

Characteristic	Description
Calculated Risk Taking	Makes strategic, informed decisions about when to take a risk, not reckless.
Communication	Effectively conveys ideas and actively listens in professional settings.
Creativity and Innovativeness	Generates original ideas and sees possibilities others may not.
Determination and Perseverance	Total dedication to success, overcoming obstacles and setbacks, unwavering commitment to succeed.
Drive to Achieve	A strong desire to compete, to excel against self-imposed standards, to pursue challenging goals.
Entrepreneurial Coachability	Seeks, integrates, and learns from failures, setbacks, or feedback to grow.
Entrepreneurial Hustle	Acts with urgency and creativity to solve immediate problems.
High Energy Level	Demonstrates consistent drive and enthusiasm to sustain effort over time.
Opportunity Orientation	Focuses on opportunity rather than resources; always scanning for possibilities.
Passion	Demonstrates deep emotional investment in the work.
Persistent Problem Solving	Tackles tough problems with a methodical, realistic approach; doesn't quit easily.
Personal Agency (Internal Locus of Control)	Believes success comes from personal responsibility and effort, not luck.
Seeking Feedback	Actively looks for input to improve performance; learns from critique.
Team Building	Builds strong, motivated teams; values others' strengths.
Tolerance for Ambiguity	Comfortable operating under uncertainty or limited structure.
Vision	Has a clear sense of purpose or long-term direction.