

Advice (/career-advice/)

/ Professional Development (/career-advice/professional-development)

/ Changing Careers (/career-advice/professional-development/changing-careers)



# Nine Characteristics of Successful Entrepreneurs

([http://oas.monster.com/RealMedia/ads/click\\_lx.ads/us.monster.en/career-advice/entrepreneur-traits/586790495/Middle1/default/empty.gif/796c68527231636e5231734141645a39?x](http://oas.monster.com/RealMedia/ads/click_lx.ads/us.monster.en/career-advice/entrepreneur-traits/586790495/Middle1/default/empty.gif/796c68527231636e5231734141645a39?x))

By Ruchira Agrawal, Monster Contributing Writer

Have you ever thought about striking out on your own? After all, being your own boss can be an exciting prospect. However, owning a business isn't for everyone. To be a successful entrepreneur, you must have -- or develop -- certain personality traits. Here are nine characteristics you should ideally possess to start and run your own business:



## 1. Motivation

Entrepreneurs are enthusiastic, optimistic and future-oriented. They believe they'll be successful and are willing to risk their resources in pursuit of profit. They have high energy levels and are sometimes impatient. They are always thinking about their business and how to increase their

market share. Are you self-motivated enough to do this, and can you stay motivated for extended periods of time? Can you bounce back in the face of challenges?

## 2. Creativity and Persuasiveness

Successful entrepreneurs have the creative capacity to recognize and pursue opportunities. They possess strong selling skills and are both persuasive and persistent. Are you willing to promote your business tirelessly and look for new ways to get the word out about your product or service?

## 3. Versatility

Company workers can usually rely on a staff or colleagues to provide service or support. As an entrepreneur, you'll typically start out as a "solopreneur," meaning you will be on your own for a while. You may not have the luxury of hiring a support staff initially. Therefore, you will end up wearing several different hats, including secretary, bookkeeper and so on. You need to be mentally prepared to take on all these tasks at the beginning. Can you do that?

## 4. Superb Business Skills

Entrepreneurs are naturally capable of setting up the internal systems, procedures and processes necessary to operate a business. They are focused on cash flow, sales and revenue at all times. Successful entrepreneurs rely on their business skills, know-how and contacts. Evaluate your current talents and professional network. Will your skills, contacts and experience readily transfer to the [business idea \(http://career-advice.monster.com/job-search/getting-started/test-your-business-idea/article.aspx\)](http://career-advice.monster.com/job-search/getting-started/test-your-business-idea/article.aspx) you want to pursue?

## 5. Risk Tolerance

Launching any entrepreneurial venture is risky. Are you willing to assume that risk? You can reduce your risk by thoroughly researching your business concept, industry and market. You can also test your concept on a small scale. Can you get a letter of intent from prospective customers to purchase? If so, do you think customers would actually go through with their transaction?

## 6. Drive

As an entrepreneur, you are in the driver's seat, so you must be proactive in your approaches to

everything. Are you a doer -- someone willing to take the reins -- or would you rather someone else do things for you?

## 7. Vision

One of your responsibilities as founder and head of your company is deciding where your business should go. That requires vision. Without it, your boat will be lost at sea. Are you the type of person who looks ahead and can see the big picture?

## 8. Flexibility and Open-Mindedness

While entrepreneurs need a steadfast vision and direction, they will face a lot of unknowns. You will need to be ready to tweak any initial plans and strategies. New and better ways of doing things may come along as well. Can you be open-minded and flexible in the face of change?

## 9. Decisiveness

As an entrepreneur, you won't have room for procrastination or indecision. Not only will these traits stall progress, but they can also cause you to miss crucial opportunities that could move you toward success. Can you make decisions quickly and seize the moment?

[Ruchira Agrawal is a personal and professional development coach, author and CEO of [InnerVeda Communications](http://www.innerveda.com/) (<http://www.innerveda.com/>). She works with individuals at a life and career crossroads who are looking to change careers and discover their right work. Her eBook -- *Before You Launch Your Business: How to Decide If Being an Entrepreneur Is for You* (<http://www.amazon.com/exec/obidos/asin/B004T4X3LG/monstercom>) -- is available at Amazon's Kindle store. She has an MBA, along with 21 years of work experience in marketing, recruiting, coaching and entrepreneurship. Visit [InnerVeda](http://www.innerveda.com) (<http://www.innerveda.com>) to subscribe to her free newsletter.]

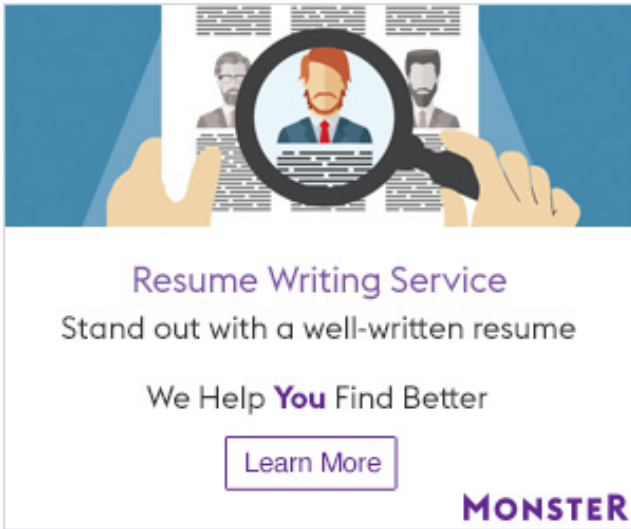
---

## Related Articles

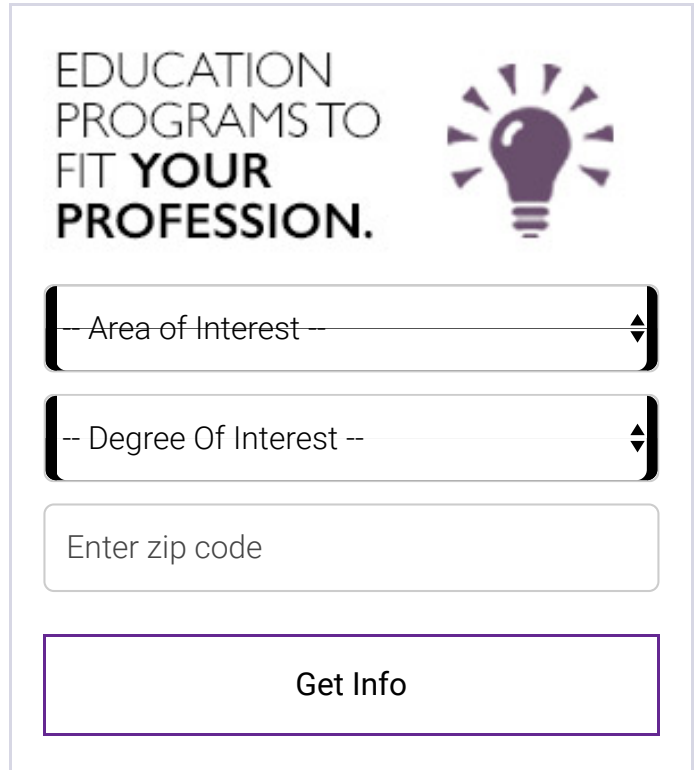
- [Are You Ready to Be Your Own Boss? \(/career-advice/article/are-you-ready-to-be-your-own-boss-hot-jobs\)](/career-advice/article/are-you-ready-to-be-your-own-boss-hot-jobs)
- [Start Your Own Admin Business \(/career-advice/article/Start-Your-Own-Admin-Business\)](/career-advice/article/Start-Your-Own-Admin-Business)

- [Start Your Own CPA Practice \(/career-advice/article/Start-Your-Own-CPA-Practice\)](/career-advice/article/Start-Your-Own-CPA-Practice)
- [Self-Employment at Any Age \(/career-advice/article/Self-Employment-at-Any-Age\)](/career-advice/article/Self-Employment-at-Any-Age)
- [Is Starting Your Own Business the Answer? \(/career-advice/article/Starting-Your-Own-Business-the-Answer\)](/career-advice/article/Starting-Your-Own-Business-the-Answer)


Comments



The advertisement features a blue header with an illustration of a hand holding a magnifying glass over a resume. Below the header, the text reads: "Resume Writing Service", "Stand out with a well-written resume", and "We Help **You** Find Better". A purple-bordered button labeled "Learn More" is positioned below the text. The "MONSTER" logo is in the bottom right corner.



The form is titled "EDUCATION PROGRAMS TO FIT YOUR PROFESSION." and includes a lightbulb icon. It contains two dropdown menus: "Area of Interest" and "Degree Of Interest". Below these is a text input field labeled "Enter zip code" and a large purple-bordered button labeled "Get Info".




**RECRUITMENT**

**Resume Writing Service**  
Stand out from the crowd with a well-written resume

We Help **You** Find Better

[Learn More](#)

**MONSTER**



**Resume Writing Service**  
Stand out with a well-written resume

We Help **You** Find Better

[Learn More](#)





**MONSTER**

([https://monster.resumeperfect.com/?action=checkout&mp=d3dM9nM&utm\\_source=caree](https://monster.resumeperfect.com/?action=checkout&mp=d3dM9nM&utm_source=caree))

### 📍 Popular Job Searches

- Blue Ash Jobs, Ohio (<http://jobs.monster.com/l-blue-ash,-oh.aspx>)
- Northbridge Jobs, Massachusetts (<http://jobs.monster.com/l-northbridge,-ma.aspx>)
- Balch Springs Jobs, Texas (<http://jobs.monster.com/l-balch-springs,-tx.aspx>)
- Iowa Jobs (<http://jobs.monster.com/l-iowa.aspx>)

### 📰 Get News and Jobs

-  Career Start (<http://www.monster.com/career-start>)
-  Healthcare (<http://www.monster.com/careers>)
- 
- 

### 📄 Get More Help with Your Job Search

- Campus and Online Degrees ([http://www.education.org/?WT.mc\\_n=edu\\_monster\\_exp\\_door](http://www.education.org/?WT.mc_n=edu_monster_exp_door))
- Resume Writing Services (<https://monster.resumeperfect.com/action=checkout&mp=d3dM9nM&>)
- Resume Distribution Service ([https://www.myresumeagent.com/ch=monster\\_careeradvice\\_getmor](https://www.myresumeagent.com/ch=monster_careeradvice_getmor))
- Examples of Resume by Industry (<http://www.monster.com/career-advice/article/sample-resumes->)

Baraboo Jobs, Wisconsin  
(<http://jobs.monster.com/l-baraboo,-wi.aspx>)  
Browse All Jobs  
(<http://jobs.monster.com>)

Explore Jobs and Career Opportunities

Part-time  
(<http://www.monster.com/part-time>)



Technology

(<http://www.monster.com/technology>)

Retail  
(<http://www.monster.com/retail>)



Transportation

by-industry)  
Salary Calculator  
(<http://monster.salary.com/SalaryAdvice>)  
Advice by Industry  
(<http://www.monster.com/career-advice/article/industry-career-advice>)



**Resume Writing Service**  
Stand out from the crowd with a well-written resume  
We Help **You** Find Better [Learn More](#)

**MONSTER**

**M** (<http://www.monster.com>)

For Employers: Post Jobs (<http://hiring.monster.com>) | Search Resumes

(<http://hiring.monster.com/recruitment/Resume-Search-Database.aspx>) | Advertise

(<http://advertising.monster.com/>)

Jobs in US (/jobs) | Jobs in Canada (<http://www.monster.ca/jobs>) | Jobs in UK

(<http://www.monster.co.uk/jobs>) | Offres d'emploi en France (<http://www.monster.fr/emploi>) | Jobs in

Deutschland (<http://jobs.monster.de/>) | Vacatures in Nederland (<http://www.monsterboard.nl/vacatures>)

About Monster (<http://www.monster.com/about>) | Work for Monster (<https://careers.monster.com/>) | Advertise

with us (<http://advertising.monster.com/>) | AdChoices (<http://preferences.truste.com/2.0/?type=monster&affiliateId=155>) | Partner with us (<http://partner.monster.com/>)

Investor Relations (<http://ir.monster.com>) | Social Media (<http://career-services.monster.com/social-media/home.aspx>) | Terms of Use (<http://inside.monster.com/terms-of-use>) | Privacy Center

(<http://inside.monster.com/privacy/home.aspx>) | Accessibility Center (<http://inside.monster.com/accessibility>)

| Help (<http://monster-usen.custhelp.com/app/answers/list>) | Security (<http://inside.monster.com/security>)

| <http://www.monster.com/career-advice/article/entrepreneur-traits>

[center/home.aspx](#) | [Contact Us \(http://monster-usen.custhelp.com/app/ask\)](#) | [Site Map \(http://my.monster.com/sitemap\)](#) | [Monster International \(http://www.monster.com/geo/siteselection\)](#)

[Find us on Google+ \(https://plus.google.com/+monster\)](#)

Copyright © 2016 | [Monster Worldwide \(http://www.monster.com\)](#) (NYSE: MWW ([http://finance.aol.com/quotes/monster-worldwide-inc/mww/nys](#)))

U.S. Patents No. 7,599,930 B1; 7,827,125 and 7,836,060 - V: 2016.9.0.73-220 - Looking for Monster Cable ([http://www.monsterproducts.com/](#)) ?