

## 7 Behaviours of Entrepreneurial Thinking

According to a recent study, large discrepancies exist in business practices and decision-making behaviours between those who manage their own businesses and those who manage someone else's. In the summary of findings, the following illustrates some differences in responses between the two groups in the following situations:

		<b>Entrepreneurial Behaviour and Management Practices</b>	<b>Corporate or Institutional Managerial Behaviour and Practices</b>
<b>1</b>	<b>Attitude to new situations</b>	There are perceived opportunities in every problem situation	Every opportunity has inherent problems
<b>2</b>	<b>Attitude to presence of opportunity</b>	Let's do what we can to make it happen	Do a cost and benefit analysis
<b>3</b>	<b>Attitude to risk</b>	If the risk is too great, find alternatives, otherwise, risk is a challenge	Risk is to be avoided, so attempts should be made to reduce or eliminate the risk
<b>4</b>	<b>Attitude to making a decision</b>	Make the decision and take consequences	Sound out ideas to a few more people, call a meeting; form a task force or committee to do a study
<b>5</b>	<b>Decision making behaviour</b>	Try it out first and see what happens; if necessary, smooth out rough spots	Seek out perfect information
<b>6</b>	<b>Dealing with crisis</b>	Put out the fire first - firefighter's approach	Let's find out who is responsible - investigator's approach
<b>7</b>	<b>Action orientation</b>	Do it before it's too late	There are always more opportunities

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