Read pages 311-314 in your text identify 5 characteristics of an Entrepreneur that you think are the most important. Include the characteristic, a short description of the characteristic.

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| --- | --- |
| Characteristic | Descriptionn |
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1. Name 2 of the characteristics that you have. Explain how you believe you possess the characteristics.
2. Name one of the characteristics you lack. How might you develop that characteristic?

Read pages 315-324 and identify and three main skills an entrepreneurial would need. Identify the skill and provide a brief description with examples.

|  |  |  |
| --- | --- | --- |
| Skill | Description | Example |
|  |  |  |
|  |  |  |
|  |  |  |

1. What are customer relationships?
2. Can you think of a business that made you feel you were an important customer? How did the firm do that?