

A Profile of a Successful Entrepreneur

C.L. Coded

Faculty of Business Administration, Bontoc Campus, Mountain Province State Polytechnic College Philippines

Abstract: This study explored into the profile of the identified successful entrepreneur in his chosen business; the characteristics of a successful entrepreneur attributable to his success in terms of: a. Financial Management, b. Marketing Management, and c. Management in general; and his strategies to overcome internal and external factors affecting the business. Mr. Anthony Boaging was the chosen entrepreneur, as he seemed to epitomize the entrepreneurial attributes that are expected of their kind. In relation to the questions that were studied, the researchers used the descriptive qualitative design, using a case study approach. He started his business with a borrowed capital. Then in 1992, a baker from La Union offered to sell all his baking equipment. Mr. Boaging is an entrepreneur with a big heart. His calculation for success is through this formula: $3H+I+D+S=SUCCESS$ and where 3H stands for Honesty, Humility, and Hard work; I is Interest, D is Dedication and S is Smile. Strategies employed to overcome external and internal factors are continuous innovation of product, maintaining prompt service, maintaining the quality of the product, managing change, embracing risk such as competitors through facing them legally but maintaining moral and good relations. It is recommended that the results of this study be published to serve as inspiration for new entrepreneurs and to be used as a reference in the curriculum of any business course in the college. Moreover, researches have to be conducted to look into the stories of successful entrepreneur in the province.

Keywords: Entrepreneur, Successful entrepreneur, businessman, Manager.

1. INTRODUCTION

Filipinos comprise one of the most noteworthy groups emerging as successful entrepreneurs in a global paradigm. Although they continue to face considerable headwinds, the ingenuity and resourcefulness of these spirited people is leading to substantial success in a variety of businesses (Lucas 2008).

Often referring to themselves as "Pinoy", Filipinos as both domestic citizens and foreign emigrants are creating a culture of entrepreneurship throughout the world. These driven individuals are fashioning a fertile environment for business creation, growth and lucrative investment opportunities.

The successful Pinoy entrepreneur often begins a business as a result of crushing poverty and an inability to find meaningful employment. Jobs for unskilled laborers are not plentiful, and when they do appear, there is usually an overwhelming response that drives down wages. In often desperate attempts to provide for their families, Filipinos find that their best opportunity for a reasonable income lies in creating their own business initiatives (Lucas 2008).

The Philippines is a highly entrepreneurial country. The main reason that drives its entrepreneur spirit is its poverty. Small and medium-sized enterprises (SME) account for the largest share of Philippine entrepreneurs. SMEs, including micro-enterprises, account for 99 percent of all business establishments and 60 percent of the exporting firms in the Philippines. SMEs currently employ about 55 percent of the Philippine Labor force and contribute 30 percent to total domestic volume sales. Women hold significant leadership positions in national and local government, universities, business corporations and family business enterprises in the Philippines. 51% of entrepreneurs in the Philippines are females (www.entrepreneurship.org).

Challenges for entrepreneurs in the Philippines include lack of research and development, inadequate access to technology, financing and most entrepreneurs starting small business in the Philippines have difficulty acquiring capital, lack of marketing advice and logistical problems.

Entrepreneur Case Study

Holly Hitzemann



Entrepreneur Case Study:

Lessons Learned from Leading Entrepreneurs Todd A. Finkle, Todd A. Finkle Ph. D., 2011-09 LESSONS LEARNED FROM LEADING ENTREPRENEURS provides examples from some of the most successful powerful and charismatic entrepreneurs of our generation You will learn from famous entrepreneurs like Steve Jobs Apple Warren Buffett Berkshire Hathaway Larry Page Sergey Brin of Google Wayne Huizenga of Waste Management Inc and others The Warren Buffett case has received world wide recognition as even Buffett himself acknowledged the value by inviting the author to visit him twice for a day This book will help you learn valuable lessons in a variety of areas including Warren Buffett s investment methodology creating growing and managing a business integrating successful corporate entrepreneurship international entrepreneurship acquiring a franchise or small business strategies to raise capital for your organization and running your family business

Case Studies in Entrepreneurship Reed, Marlene M., Brunson, Rochelle R., 2021-07-31 Most entrepreneurship and small business textbooks contain few if any cases that an instructor can use with students and illustrate important theories or topics from the course This book contains cutting edge case studies that illustrate key problems confronting contemporary entrepreneurs Set in familiar business environments this original set of cases provides useful insights into the experiences of real world entrepreneurs for classroom environments *The Portable MBA in Entrepreneurship Case Studies* William D. Bygrave, Dan D'Heilly, 1997-06-23 The crucial link between theory and practice In *The Portable MBA in Entrepreneurship Case Studies* you ll meet people who have used the business theories and practices presented in *The Portable MBA in Entrepreneurship* to start and run their own entrepreneurial ventures You ll get a real sense of what it takes to conceive develop finance and operate a business and how particular elements such as business plans and financial forecasts function in the real world These case studies cover a broad variety of service and product industries retail wholesale mail order and Internet You ll discover the trials and rewards of starting a travel agency launching a new glass cleaning product setting up a fashion Web site and selling women s hosiery through direct mail Other studies cover ventures in the computer industry the restaurant business automobile service franchising and business consulting Each case study is illustrated with exhibits financial statements business plans sample contracts and more and many are supplemented with end of chapter questions that help you analyze the viability of each entrepreneurial venture and test your ability to respond to the challenges you ll face in pursuit of your own entrepreneurial dreams *Entrepreneurship in the Arab World* American University in Cairo. El-Khazindar Business Research and Case Center, 2016 This collection of case studies showcases the experiences of ten intriguing entrepreneurial ventures from emerging markets in the Arab world Egypt the UAE Morocco and Saudi Arabia Readers will gain an in depth insight on a variety of localized strategic managerial marketing and innovative approaches and practices which create unique challenges and opportunities in a region undergoing rapid political social and economic transformations The unique case studies address different stages within the exciting entrepreneurial cycle from start up to

growth sustainability and international expansion This casebook is a valuable resource for anyone wanting to know more about launching and sustaining a business within developing Arab economies as well as being an effective teaching tool for disciplines related to new venture management and entrepreneurship **Global Entrepreneurship** James Hayton, Carlo Salvato, Mathew J. Manimala, 2014-11-20 Entrepreneurs around the world are encouraged and held up as the new deliverers of economic growth in turbulent times Entrepreneurship is taught globally but often without much reference to the truly global array of cases and examples that can provide helpful insights for international students in particular This collection brings together expert entrepreneurship scholars to provide a collection of global case studies around entrepreneurial firms worldwide This unique educational resource covers a broad range of topics of relevance to understanding entrepreneurship including corporate social and indigenous entrepreneurship This book provides entrepreneurship educators with reliable cases suitable for classroom discussion analysis or even for assessment purposes Instructors teaching this subject will be able to use the book as a stand alone reference or as an ideal supplement for many introductory texts in entrepreneurship

How Entrepreneurs Do What They Do Maureen McKelvey, Astrid Heidemann Lassen, 2013-01-01 How entrepreneurs do what they do presents fourteen case studies of knowledge intensive entrepreneurship The book focuses on doing in essence what happens when entrepreneurs are engaging practically in venture creation processes Case studies can be used as a key element in learning and understanding what really occurs as well as for illustrating theoretical points This insightful book provides a series of in depth case studies of knowledge intensive entrepreneurship from different industries to elucidate relevant phenomena and topics They focus upon the venture creation process involving close interactions between the individual the company and the external eco system and environment The cases primarily provide a managerial perspective on the process from the sources of ideas through opportunities and strategies to outcomes and interactions with external networks This enriching book will be relevant to academics and practitioners as well as advanced students The suggestions for further reflections can be used as inspiration for class discussions Master thesis projects academic research projects or stimulating successful entrepreneurship **Entrepreneurship in the Asia-Pacific: Case Studies** Jing Wang, Michitaka Kosaka, Ke Xing, Hua Bai, 2019-09-23 This book is dedicated to the analysis of the entrepreneurship in successful companies by presenting and comparing a series of case studies in the Asia Pacific where many new companies have been growing successfully in the 21st century In total 5 cases in the manufacturing industry 4 cases in the services industry and 3 cases related to new business and social innovation are chosen from The mainland of China Taiwan Japan Australia Malaysia and Vietnam Each case provides insight into the entrepreneur's aspiration the processes of personal and business developments the factors of success and the inspirations drawn from the analysis These cases are analyzed and compared from the viewpoints of entrepreneur's motivation ability of foreseeing changes and opportunities in the future business environment core resources and innovation knowledge management and culture for the company determination and ethos These are

critical factors in value creation for customers and the society especially in the future business environment Finally commonalities and uniquenesses in entrepreneurship relevant to industry sectors and social economic cultural contexts are clarified and a typical entrepreneurship model in the Asia Pacific is proposed

Case Studies in Global Entrepreneurship Dianne H. B. Welsh, Shawn Carraher, 2021-01-12 **The Entrepreneur** Richard Lynn, 1973 **Case Studies in Global Entrepreneurship** Dianne WELSH, Shawn Carraher, 2018-07-25 *Case Studies in Global Entrepreneurship* Welsh Dianne, Carraher Shawn, 1753 *Entrepreneurial Project at Company Level: A Case Study* Mashell Chapeyama, 2011-06-24 Scientific Essay from the year 2010 in the subject Leadership and Human Resources Miscellaneous grade A Atlantic International University School of Social and Human Studies course Masters In Human Resources Management language English abstract The discussion is based on what entrepreneurship is It also explores the qualities required by people to be successful entrepreneurs The concept of business plan and proposal is included The methodology used to implement a revolving fund at Chipinge Banana company has been analyzed A few other case studies of how revolving fund was implanted on an international scene are also discussed Comparative Case Studies on Entrepreneurship in Developed and Developing Countries Joseph Ofori-Dankwa, Kwame Omane-Antwi, 2015 This book presents the challenges and opportunities that entrepreneurs in different countries face at various developmental stages by providing examples of successful applications of an elusive concept that has helped many countries move up the developmental ladder **Entrepreneurial Icebreakers** J. Prats, M. Sosna, S. Sysko-Romanczuk, Sylwia Sysko-Romanczuk, 2014-12-18 This book presents key insights about the challenges and the approaches they applied All companies are featured in 15 teachable case studies ready to use in entrepreneurship and strategy courses that represent a broad level of diversity with regard to countries industries topics growth phases challenges and internationalization strategies *Strategy Case Studies* Holly Hitzemann, 2015-11-16 The anthology *Small Businesses Big Ideas* Global Case Studies in Strategy Marketing and Entrepreneurship introduces students to small businesses on four continents to help them understand the challenges inherent in running small businesses as well as the strategies that lead to success The book features an overview of each region along with an assessment of the small business landscape Case study chapters open with an original introduction that helps students focus their reading These chapters also include maps of the target region to contextualize the material and underscore the impact of geography Students learn that small businesses account for the greatest part of the gross domestic product in most countries They study general management sustainable development international expansion stewardship issues marketing and the role of cultural issues all with an emphasis on small businesses rather than major corporations This knowledge prepares students for their own careers in small businesses *Small Businesses Big Ideas* is an excellent supplement for both undergraduate and graduate level courses in strategic management It can also be used in classes in entrepreneurial studies global management and marketing Holly J Hitzemann M B A is a successful

entrepreneur and the founder of three firms including the stock photo company Great American Stock which sold products and services in 64 countries Ms Hitzemann's background spans the physical sciences international business and financing environmental science and small business management Currently she teaches marketing management finance and business sustainability at the University of New Mexico and is in the early launch phase of her new organization the For My Earth Project which will create and sell books celebrating the achievements of children engaged in restoring preserving or protecting their environments

Social Entrepreneurship and Innovation Ken Banks, 2016-03-03 Social innovation and social entrepreneurship look for creative and affordable solutions to specific societal problems Fuelled by the spread of the internet and the ubiquity of mobile phones there are more people working to solve pressing social and environmental problems in the world today than ever before Social Entrepreneurship and Innovation presents the journeys of pioneering and often accidental social innovators who faced with a problem used their courage tenacity and creative thinking to find a solution Using their own words to reflect upon their experiences these cases do not gloss over the setbacks and the dead ends social entrepreneurs can face Instead readers will gain a realistic insight into the challenges and an engaging look at the problem solving mindset needed to overcome them From a life saving project to bring solar powered lighting to midwives in Nigeria to a news dissemination service that's grown from small beginnings to have a global impact each case study draws out the lessons learnt by the innovators providing guidance and advice for those looking to follow in their footsteps Social Entrepreneurship and Innovation is an invaluable resource for social entrepreneurs and innovators looking for new ideas and insight into what really works and what doesn't

Case Studies in International Entrepreneurship Walter Kuemmerle, 2005 This collection of 29 cases is designed for instructors who want to bring real situations into their entrepreneurial finance or management courses Each case speaks to students who are planning to start companies or join venture capital private equity firms investment banks or multinational companies Students will learn about entrepreneurial issues by comparing and contrasting opportunities financing contexts valuation approaches and entrepreneurs in the US and other countries These case studies present a broad integrated approach to entrepreneurial ventures They not only consider a wide range of business models but also the people and relationships that make them work BOOK JACKET Title Summary field provided by Blackwell North America Inc All Rights Reserved

Handbook of Research on Ethnic Minority Entrepreneurship Leo Paul Dana, 2007 Professor Dana and his colleagues have carefully and successfully put together a collection of chapters on ethnic minority entrepreneurship from all parts of the world The book comprises eight parts and 49 chapters Undoubtedly given the massive size and content of a 835 page book it is fair to ask is it value for money The answer is unequivocally yes A further comment on the content of the book should probably reassure potential readers and buyers of the book This collection is undoubtedly rich creative and varied in many respects Therefore it will be of great benefit to researchers and scholars alike I will strongly recommend this book to researchers students teachers and policy makers

Aminu Mamman International Journal of Entrepreneurial Behaviour and Research The volume presents an impressive panorama of studies on ethnic entrepreneurships ranging from Dalits in India to Roma entrepreneurs in Hungary B P Corrie Choice From a focus on middle man minorities in the 1950s the study of minority ethnic entrepreneurship has evolved into a vast undertaking A major ingredient in this expansion is the massive population movements of the past thirty years that have created ethnic minority communities in almost all advanced economies From New York to San Francisco from Birmingham to Hamburg from the Chinese in Canada to the Turks in Finland to the Ghanians in South Africa to the Lebanese in New Zealand more than twenty chapters in this volume treat small scale ethnic entrepreneurship and the cultural and institutional resources which support it At the other end of the spectrum the ethnic Chinese have created ever larger multi divisional enterprises in the host societies of Southeast Asia At the mid point of the spectrum analyzed in an elegant paper by Ivan Light is the recently identified transmigrant entrepreneur acculturated in two societies but assimilated in neither whose special endowments have provided the lynchpin for for much of the international trade expansion in the global economy over the past decade And Dana and Morris provide us with much more Afro American entrepreneurship caste and class the theory of clubs women ethnic entrepreneurs minority ethnicity and IPOs In the quality of its contributions and in the reach of its coverage this Handbook attains a very high standard Peter Kilby Wesleyan University US The new Handbook of Research on Ethnic Minority Entrepreneurship edited by L o Paul Dana constitutes a major contribution to the literature on ethnic enterprise Unlike previous work which tended to focus on one country or one region of the world this book is global in scope You will find chapters on America Europe and Asia as well as integrative essays that review important principles and concepts from the literature on ethnic entrepreneurship I particularly appreciate the historical and evolutionary framework within which the contributions are situated This book belongs on the shelf of everyone who has an interest in immigration and entrepreneurship or ethnic entrepreneurship more generally Howard Aldrich University of North Carolina US This exhaustive interdisciplinary Handbook explores the phenomena of immigration and ethnic minority entrepreneurship in light of marked changes since the mid twentieth century and the advent of easier more affordable travel and more open and integrated national economies The international contributors key experts in their respective fields illustrate that myriad ethnic minorities exist across the globe and that their entrepreneurship can and does significantly influence national economies The contributors go on to promote our understanding of which factors make for successful entrepreneurship and perhaps more importantly how negative political consequences that members of successful entrepreneurial ethnic minorities might face can be minimized This extensive collection of current research on entrepr Transformational Entrepreneurship Practices Gideon Maas,Paul Jones,2019-03-29 Presenting an updated overview of transformational entrepreneurship this book explores how critical concepts can be contextualised for different regions and countries underlining the fact that no one system fits all In order for entrepreneurship to play a role in socio economic development a balance needs to be struck

between focusing on individual entrepreneurial activities and regions and society wide changes Building on the Editors previous books Systemic Entrepreneurship and Entrepreneurship Centres this volume delves deeper into the importance of innovative eco systems providing examples of how transformational entrepreneurship can be implemented in different geographical locations An invaluable read for policy makers as well as scholars the authors provide a series of detailed case studies from regions including the UK Malaysia and Africa *Entrepreneurship In Asia: Social Enterprise, Network And Grassroots Case Studies* Jersan Hu, Stephen Dun-hou Tsai, Ted Yu Chung Liu, Shang Jen Li, 2014-11-07 This book focuses on the importance of entrepreneurship in sustaining the prosperity of society and uses the case studies from Taiwan Japan as well as China to provide an insight into Societal Entrepreneurship in Asia and the construction of an entrepreneurial society In order to provide a comprehensive and complete picture on entrepreneurship the authors have also included both case studies of commercial endeavors as well as non profit making business endeavours These collective experiences would be invaluable to readers who are seeking to understand the role of entrepreneurship in Asian society

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