

A Study on Conceptual Skills for Entrepreneurship Development

Suparna Roy

Assistant Professor, BMS Department

Shri L.P. Raval College of Mass Media & Management Studies, Mira-Bhayander, Maharashtra, India

Abstract: *A great entrepreneur must be able to effectively communicate, sell, focus, learn, and strategize. Good communication skills are maybe the foremost important skill of all for managers to own. a capability to continuously learn isn't just a key entrepreneurial skill, but also an awfully valuable life skill. Growing a business requires a sound strategy supported inherent business sense and skills. Entrepreneurs require a range of skills so as to manage an enterprise successfully. planning to explain the role of managerial skills of entrepreneurship in business success, this research studies the founders of the academic institutes of Kashan. This is a quantitative study and uses structural equation modeling method to research the concluding results. The results revealed that managerial skills of entrepreneurship have a positive and meaningful impact on business success. The analysis of sub-variables of the research showed that, the skill of venture launch has the very best impact and also the skill of negotiation has the bottom impact on business success. The descending order of the opposite variables supported the degree of impact includes management, decision making, control, planning, finance and accounting, human relations, and growth management, respectively.*

Keywords: Entrepreneurship

I. INTRODUCTION

Entrepreneurship may be a process of bringing together creative and innovative ideas, combining them with management and organization skills in order to combine people, money and resources to meet an identified need and thereby create wealth. In order to achieve success, an entrepreneur must be „sufficiently skilled in a very type of areas to put together the many ingredients required to create a successful business. For this reason, researchers of this field dedicated special attention to the performance of entrepreneurs and their needed skills so as to fill the resulted gap with educations proportionated to those needs. According to studies conducted so far, one of the main factors in the rise of entrepreneurship performance is having entrepreneurial skills. Generally, having the skill to founded a business causes that people in an exceedingly society lead to entrepreneurship because one of the rationale entrepreneurship is that the lack of ability of people to make business. Entrepreneurs have always faced restrictions and obstacles within the course of their entrepreneurship. Failure to recognize these limitations or lack of efforts to eliminate or reduce them has led to the failure of society to use their talents or capabilities. Also, unfamiliarity with the most skills of entrepreneurship is that the most significant reason for the failure of small businesses and also the beginning within the development of entrepreneurship is to spot skills required by entrepreneurs.

II. LITERATURE REVIEW

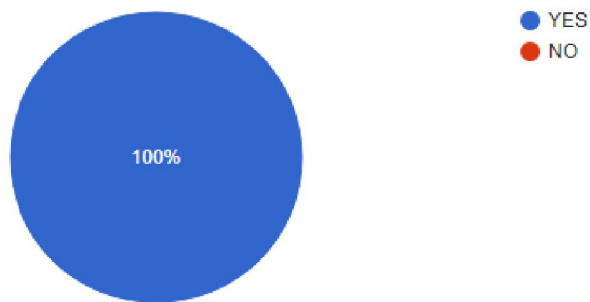
In reviewing the literature, some studies have addressed the role of the entrepreneurial skills on the performance of entrepreneurs. As an example, a writing conducted by Smith, WL, et al (2007) will be cited here. During this study, management skills are mentioned because the skills needed to prepare the work on a day-to-day basis. It also reports the results of an exploratory study regarding the importance and usefulness of those skills to individuals pursuing entrepreneurial activities supported the results, these skills play an important role in business startup and growth for entrepreneurs. Further research in this area was conducted by Msoka Elizabeth M, (2013) to look at the impact of entrepreneurial skills within the performance of small and medium enterprises owned by women in Tanzania. The results revealed that there was relationship between entrepreneurship knowledge and the performance of small scale

businesses. This is because educational training ends up in successful running of business enterprises. In keeping with the results of this research, women need training in business planning, marketing skills, and accounting knowledge and customer care skills to enable them conduct businesses successfully. In an exceedingly similar study within the field of entrepreneurial skills required by business related graduates for successful operation of a business enterprise in Enugu Commercial Centre and Environs conducted by Ezeani, N. S (2012), the results revealed that management skills, marketing skills and accounting skills are required for successful operation of a business enterprises

III. DATA COLLECTION

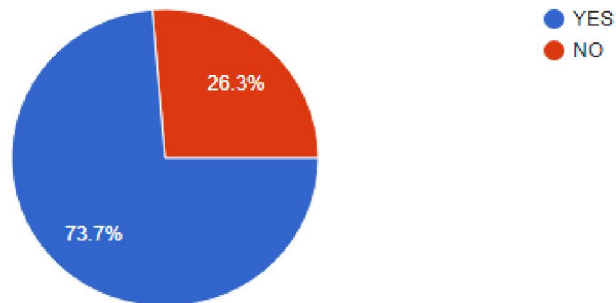
Q.1 Is communication important for an entrepreneur?

19 responses



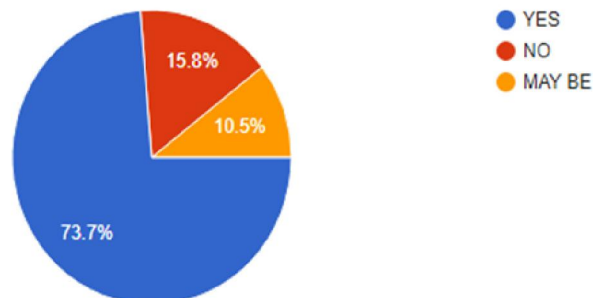
Q.2 Does the entrepreneur requires technical skills?

19 responses



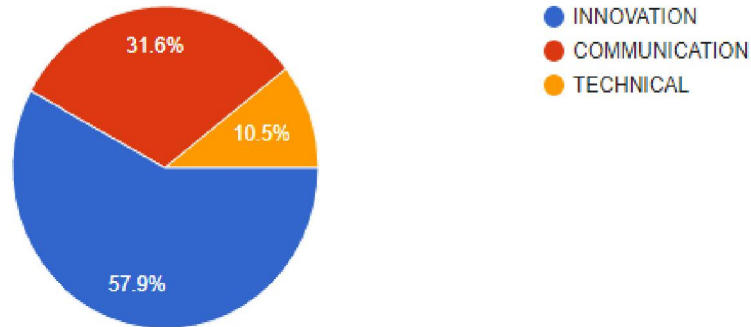
Q.3 Does the entrepreneur requires innovation skills?

19 responses



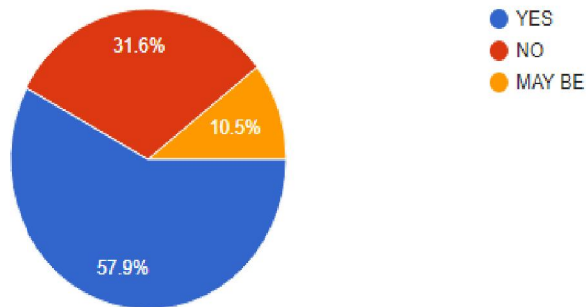
Q.4 Which are the most important skills for an entrepreneur?

19 responses



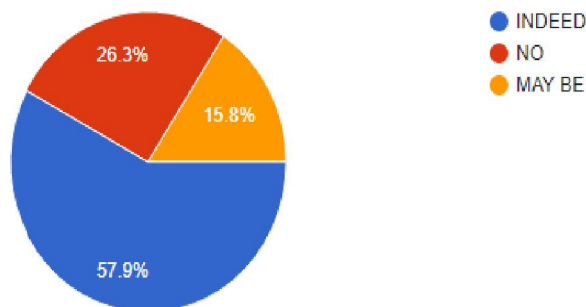
Q.5 Is leadership skill also important for an entrepreneur?

19 responses



Q.6 Are business schools motivated and encourage entrepreneurs?

19 responses



IV. CONCLUSION

Entrepreneurship will be viewed as recognizing change, pursuing opportunity, seizing risk and responsibility, innovating, making better use of resources, creating new value that's meaningful to customers, and doing it everywhere again and again. Managerial Skills of Entrepreneurship have a major impact on business success. Planning and goal setting has a meaningful positive impact on business success. Decision-making has a meaningful positive impact on business success. Human relations have a meaningful positive impact on business success.

REFERENCES

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