
MYTHS VERSUS REALITY: ENTREPRENEURS ARE BORN OR MADE

Dr. Gobind Singh Gure

ABSTRACT

The economic development of any nation primarily depends on its entrepreneurs and the process of entrepreneurship. Entrepreneurs are the individuals that recognize opportunities to create something a new product or service, a new market, or a new way of organizing existing products, services, markets and they use various means to enrich this opportunity. There are many characteristics of entrepreneurs but need of autonomy, risk taking behaviour, creative tendencies, need of achievement, leadership and self-efficacy are considered most important. There are a number of myths that are related to the entrepreneurs, i.e., one is that entrepreneurs are born, not made, its nature, may be its nurture, entrepreneurship can't be taught or learn. Most of the people thought that they are cut out to be entrepreneurs. Additionally, most of the people thought that they are cut out to be entrepreneurs. These are all myths interrelated with each other. However, now a day all these myths also consider the myths of by gone days. Most of us well known that entrepreneurs are being made through education and training, since no one comes forward to start his enterprise on his own. Although, we might have come across a few born entrepreneurs, yet we cannot conclude that these entrepreneurs have inbuilt skills of entrepreneurship in them due to birth. The so called born entrepreneurs are often believed to have acquired the entrepreneurial skills through their education or else by means of training. Some scholars believe that entrepreneurship is a matter of genetics, but in the present era, a number of new entrepreneurs are not come from the business families. They acquired skills and competencies from the specialized institutes. Many empirical studies also pointed out that individuals are enhanced their entrepreneurial knowledge, and skills through education. Thus, entrepreneurs are born, not made, is a myth. There are number of entrepreneurs that have not come from business background are gradually joining the corporate worlds on personal merit. These have engendered the need to train and develop people having essential knowledge and skills to operate an enterprise and groom them into entrepreneurs. Moreover, presently entrepreneurship is a well discipline of study, like the other disciplines. All over the world, there are numerous institutes that develop the entrepreneurial skills through education & training among the individuals. It is reality that anyone who is interested to be an entrepreneur can enhance his entrepreneurial performance through learning and experience. In general, the reality of the myths is that that entrepreneurs are made not born. Thus, it is suggested to the policy makers that entrepreneurship based education should be orgnaised at every level education, to impart the skills of entrepreneurs among the individuals.

Key words: - Myths, Entrepreneurship, Entrepreneurs, Born, Made.

Introduction

In the present era, “entrepreneur” and “entrepreneurship” are playing very significant role to lessen such critical problems of economy. Today’s economic environment conditioned by Liberalization, Privatization and Globalization (LPG) has opened up enormous opportunities for youth to establish business units in diverse fields. De-regulation, knowledge explosion, advancement in information technology, borderless trade, etc., have opened up new business opportunities for the entrepreneur

***Assistant Professor, Vishva Bharti College of Education, Jagadhri, Haryana. India.**

A Monthly Double-Blind Peer Reviewed Refereed Open Access International e-Journal - Included in the International Serial Directories

International Journal in Management and Social Science

<http://www.ijmr.net.in> email id- irjmss@gmail.com

Page 520

(Barkataki, 2007). On the other hand, ...in the present situation of economic slump, where the giant of corporations are right sizing, restructuring and reducing layers of management, job-opportunities are scarce and difficult to come by. The downturn, however, offers many domestic avenues for entrepreneurs who are not afraid to take a risk to realize their dream business venture even in the present circumstances. The employees and the students are realizing that jobs don't give the same stability that was taken for granted just a decade ago. The risks involved in a typical job have increased (Gupta, 2004). The critical shortage of job opportunities in formal sector is a painful reality for every job seeker and unemployed person. Because of the same, entrepreneurship was viewed with growing interest initially, and cultivated ever since, as a possible job option in many economies. This provides a clear indication whether it is a developed nation or a developing nation, there is high need to understand the importance of entrepreneurial development in this LPG era. A strong motive to develop entrepreneurs across global security in the context of employment and social prosperity are imperatives in the present time.

In the most developing countries, there is an extensive shortage of entrepreneurs. The importance of entrepreneurs contributing to both the economy and standard of living has been realised in the last a few decades. Therefore, there have been more and more people who wanted to become entrepreneurs. Moreover, entrepreneurship is important because it leads to increased economic efficiencies, brings innovation to market, creates new jobs, and sustains employment levels (Shane & Venkataraman, 2000). In the context of India, Desai, (2005) reported that it is estimated that the small scale industry has opened up new avenues to over 150 lakhs entrepreneurs creating employment opportunities to over 550 lakh people. These entrepreneurs have harnessed the natural resources with little capital and Indian technology, for the betterment of society. There is no exaggeration in saying that, for a country, entrepreneurship has long-range benefits in this competitive world economy. This is a bench-mark to the importance of entrepreneurship. Thus, the economic development depends primarily on its entrepreneurs and the process of entrepreneurship.

Entrepreneur: An Overview

In recent years, the term "Entrepreneur" is increasingly mentioned in the world of work and literature. Anyone who runs a small, medium or large business is an entrepreneur. A myriad of definitions of an entrepreneur exist in academic and business literature (Tackey and Perryman, 1999). In the reviews, there are various definitions of entrepreneur focus on his functions, characteristics, personality traits and behaviour or activities. Generally, anyone who runs a small, medium or large business is an entrepreneur. It could be an independent operator or one who works as a part of a team

or in a partnership (Ghose, 2005). Schumpeter (1934) described an entrepreneur as a creative, self-driven individual who finds “new combinations of (factors) of production” to develop a new product, cover a new market, or design a new technology. Therefore, entrepreneurs are the individuals that recognise opportunities to create something novel (a new product or service, a new market, or a new way of organizing existing products, services, markets) and they use various means to enrich this opportunity.

The review of the related literature depicts that the entrepreneurs have been viewed as innovative, resourceful, and opportunistic risk takers. Successful entrepreneurs are described as innovative individuals who recognize opportunities and marshal resources to achieve their goals (Stevenson and Gumpert, 1985). Compared to other business professionals, entrepreneurs have been particularly attributed with psychological factors such as opportunity recognition and enhanced alertness. But, the main point is that there is no specific characteristic which can be associated with the need of an entrepreneur. In this regards, Sahay and Sharma (2008) also explained that “even today, there is no unanimity on what does this term exactly mean and who is an entrepreneur”. In this regards Baron (1998) expressed that “to be exact, an entrepreneur is not a mere profession or a job, it is a behaviour of life which needs a strict discipline and can be very stressful”. According to Hisrich and Peters (1989) an entrepreneur is engaged in the process of creating something different with value by devoting the necessary time and effort, assuming the accompanying financial, psychological and social risks and receiving the results in the form of rewards of monetary and personal satisfaction. Moreover, Pribadi (2005) mentioned that to define the real characteristics that are associated with the requirement of an entrepreneur is not an easy job, for quite a lot different perspective of human behaviour which associated with different culture will have complex impact on choosing the right characteristics. In this regard, Soo (1999) expressed some important qualities of the entrepreneurs in the Magazine “The Top Ten Characteristics Today’s Entrepreneurs Share” as: recognize and take advantage of opportunities, resourceful, creative, visionary, independent thinkers, hard working, optimistic, innovators, risk takers, leaders. Likewise the reviews also confirmed many characteristics or traits of entrepreneurs have been identified and recognized by many scholars and are considered as important factors when assessing a person’s propensity towards entrepreneurship. These entrepreneurial tendencies are basic for better understanding of an entrepreneur. Now the question provoke that these qualities are the inborn of the entrepreneurs or acquired by them. In the other words, it is the question related with the concept that entrepreneurs are born is a myth or entrepreneurs are made is a reality.

Entrepreneurs Are Born or Made?

There are a number of myths that are related to the entrepreneurs, i.e., one is that entrepreneurs are born, not made, its nature, may be its nurture, entrepreneurship can't be taught or learn. Most of the people thought that they are cut out to be entrepreneurs. These are all myths interrelated with each other. But, now all these myths also consider the myths of by gone days. Firstly, the answer for the question is based on the grooming concept of the entrepreneurs. Certainly, most of us would accept that entrepreneurs are being made through education and training, since no one comes forward to start his enterprise on his own. Although, we might have come across a few born entrepreneurs, yet we cannot conclude that these entrepreneurs have inbuilt skills of entrepreneurship in them due to birth. The so called born entrepreneurs are often believed to have acquired their entrepreneurial skills through their education or else by means of training. Hence, both the born-entrepreneurs and the made-entrepreneurs have had their training as an essential need in their life. Adequate training and development has become the necessity for a qualified individual to think about the establishment of his own enterprise (Chanderasekar & Kaliyamoorthy, 2007). Many people seem to believe that entrepreneurs are born and not made. True, some are certainly born as entrepreneurs, but it has also been proved by foreign and Indian experiences of time span of one and decade and a half that with the right type of training and follow-up support and assistance, one can make one-self as an entrepreneur (Khan, 1992). In this context, Krueger and Brazeal (1994) point out that, entrepreneurs are made, not born. They are made through a perception-driven process that begins with forging a potential for entrepreneurship. Like Shapero and Sokol (1982), Krueger and Brazeal (1994) acknowledge the impact of cultural and social context on entrepreneurial activity. Thus, scholars put forth the assumption that the way to a person processes information has a significant impact on the decision to found a new venture. It explains that through cognitive learning, attitude can be developed for entrepreneurship orientation.

Some scholars believe that entrepreneurship is a matter of genetics, but in the present era, a number of new entrepreneurs are not from the business families. They acquired skills and competencies from the specialised institutes. Secondly, as we know very well that every role requires different types of skills and competencies. Therefore, different types of career draw on the competencies of an individual. Some of the competencies may be general and some peculiar to the chosen career. We may define the competencies to mean abilities and skills. However, we would desist from calling these as personality traits as such a conceptualization only reinforces the mistaken belief that entrepreneurs are born rather than made. Most of the scholars believe that recognition of these competencies as abilities and skills

make entrepreneurship as a teachable and learnable behaviour. Entrepreneurship is a career choice like the other career options that depend on many of the competencies of an individual that lead to the entrepreneurial career. And the idea that the characteristics of entrepreneurs cannot be taught or learned, that they are innate traits or that one must be born with entrepreneurial traits, has long been prevalent. In the present age, these traits include aggressiveness, initiative, drive, a willingness to take risk, analytical ability, and skills in human relations, and these can be taught and learnt through education and training. There is assumption that everybody can benefit from entrepreneurship education (Gouws 1997). Many empirical studies pointed out that entrepreneurship can be taught and education can enhance the entrepreneurial knowledge, and skills. Eeden-Van, Louw and Venter (2005), also believe in the importance of entrepreneurial traits, and held considered opinion these traits can be acquired through appropriate education, life experience through exposure and by understanding it the entrepreneurial process. The other scholars, Timmons and Spinelli (2004) also accepted that entrepreneurs are born, not made, is a myth. No doubt, in the present era, there are a number of opportunities to available to human being for performing any described or desired role. All over the world, a number of families that have not come from business background are gradually joining the corporate worlds on personal merit. These have engendered the need to train and develop people having essential knowledge and skills to operate an enterprise and groom them into entrepreneurs. However, the recognition of entrepreneurship as a discipline is helping to dispel this myth. Like the other disciplines, entrepreneurship has models, processes, and case study that allow the topic to be studied and the knowledge to be acquired. Therefore, numerous institutes provide the knowledge and skills that are required for becoming entrepreneurs. Moreover, any individual who wants to be an entrepreneur, can enhance his entrepreneurial performance through proper learning and experience in appropriate educational settings.

Final Words

From the above discussion it is cleared that many scholars of the fields accepted that entrepreneurs are born, not made, is a myth. There are number of entrepreneurs that have not come from business background are gradually joining the corporate worlds on personal merit. These have engendered the need to train and develop people having essential knowledge and skills to operate an enterprise and groom them into entrepreneurs. Moreover, many empirical studies pointed out that entrepreneurship can be taught and education can enhance the entrepreneurial knowledge, and skills. Therefore, presently entrepreneurship is a well discipline of study, like the other disciplines. All over the world, there are numerous institutes that develop the entrepreneurial skills through education &

training among the individuals. It is reality that anyone who is interested to be an entrepreneur can enhance his entrepreneurial performance through learning and experience. In general, the reality of the myths is that that entrepreneurs are made not born. Thus, it is suggested to the policy makers that entrepreneurship based education should be organised at every level education, to impart the skills of entrepreneurs among the individuals.

References:

- **Barkataki, Biren. (2007).** Promoting Entrepreneurship Through Formal Education System. *University News*. 45(22), 28 May – 03 June, 8-12.
- **Baron, R., A. (1998).** Cognitive Mechanisms in Entrepreneurship: Why & When Entrepreneurs Think Differently Than Other People. *Journal of Business Venturing*, 13: 275-294.
- **Chandrasekar. K., & Kaliyamoorthy, S., (Eds.). (2007).** *Entrepreneurial Training An Overview. Entrepreneurial Training Theory & Practice*. New Delhi. India.
- **Desai, Vasant (2005)** *Dynamic of Entrepreneurship Development and Management*. Mumbai, India. Himalaya Publication House.
- **Eeden, Van Shelley, Louw, L., & Venter, D., (2005)** Entrepreneurial Traits of Undergraduate Commerce Students: A Three-Country Comparison. *Management Dynamics*, 14 (3), 26-44.
- **Gartner W. B. & Shane S A (1995)** Measuring entrepreneurship over time. *J. Bus. Venturing*, 10:283-301
- **Ghose, Jayanti (2005).** Entrepreneurship, Employment, News, Weekly, Vol. XXX, No.32, 5-11 November, New Delhi.
- **Gouws, E (1997).** Entrepreneurship education: an educational perspective. *South African Journal of Education*, 17, 143-149.
- **Gupta, Sunil. (2004).** *Entrepreneurship Development*. ICFAI University Press. Hyderabad.
- **Hisrich, R. D., & Peter, M. (1989).** *Entrepreneurship*. Homewood. Illinois, USA. Irwin..
- **Hisrich, Robert D., & Peters, Michal P., (2005)** *Entrepreneurship. (5th ed.)* New Delhi. India. Tata Mcgraw- Hill Publication.
- **Kao, R., (1990).** Who is an Entrepreneur? In Donckels. R. & Miettinen. A., (Eds.) *New Findings & Perspectives in Entrepreneurship*. Aldershot: Avebury.
- **Khan, M. N. (1992).** *Entrepreneurial Development Programmes in India*. New Delhi, India. Kanishka Publishing House.
- **Krueger, Norris F., & Brazeal, D. (1994)** Entrepreneurial Potential and Potential Entrepreneurs. *Entrepreneurship Theory & Practice*, 18(1): 5-21.
- **Pribadi. Henry. (2005).** Defining and Constructing the Teaching Model of Entrepreneurship Education Based on Entrepreneurial Intention Model. *Jurnal TeknikIndustri*. 7(1), January, 76-82.
- **Sahay, A., & Sharma, V. (2008).** *Entrepreneurship & New Venture Creation*. New Delhi, India. Excel Books.
- **Saini, J. S. & Gurjar, B.R., (Eds.) (2001).** *Entrepreneurship & Education: Challenges & Strategies*. Jaipur, India. Rawat Publications.
- **Schumpeter. J. A. (1934).** *The Theory of Economic Development*. Cambridge. MA. USA. Harvard University Press.
- **Scott, M., G. & Twomey. D., F., (1988).** The Long Term Supply of Entrepreneurs: Students' Career Aspirations in Relation to Entrepreneurship. *Journal of Small Business Management*, 26 (4), 5-13.

-
- **Shane, S. & Venkataraman, S. (2000).** The Promise of Entrepreneurship as a Field of Study. *Academy of Management Review*. 25(1), 217-226.
 - **Shapiro, A., and Sokol, L., (1982).** *The social dimensions of entrepreneurship*, in: **C. Kent, D. Sexton, and K. H. Vesper (eds.),** *The Encyclopedia of Entrepreneurship*, Englewood Cliffs, NJ: Prentice-Hall,72-90.
 - **Soo, J. M., (1999).** Made Not Born. *Entrepreneur of the Year Magazine*. (Fall): 85-94.
 - **Stevenson, H. H. & Gumpert, D. E., (1985).** The Heart of Entrepreneurship. *Harvard Business Review*. March-April, 85-94.
 - **Tackey, N. D., & Perryman, S. (1999).** Graduates Mean Business: A Study of Graduate Self-Employment & Business Start-Ups. Grantham, UK. Grantham Book Services Ltd.
 - **Tajeddini, Kayhan & Mueller, Stephen L. (2009).** Entrepreneurial characteristics in Switzerl & the UK: A Comparative Study of Techno-Entrepreneurs. *Journal of International Entrepreneurship*, 7(1), October, 1-25.
 - **Timmons, J.A. & Spinelli, S. (2004).** *New Venture Creation: Entrepreneurship for the 21st Century (6th ed.)*, New York, USA. Irwin-McGraw Hill.