

**<3>**

**Mindset.**

# **What is an Entrepreneurial Mindset?**

**Is it even a thing?**

**Is there really some sort of mindset that will  
make you a successful entrepreneur?**



entrepreneurial mindset



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First, let us start with a definition of the entrepreneurial mindset: **"Entrepreneurial mindset refers to a specific state of mind which orientates human conduct towards entrepreneurial activities and outcomes."** Individuals with entrepreneurial mindsets are often drawn to opportunities, innovation and new value creation. Jan 2, 2018



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**Understanding the Entrepreneurial Mindset**





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What is an entrepreneurial mindset?

An entrepreneurial mindset refers to a way of thinking characterized by innovation, risk-taking, and an unwavering determination to bring an idea to life. It involves being creative, flexible, and resourceful, and continuously seeking out opportunities for growth and improvement. People with an entrepreneurial mindset are driven by a passion for problem-solving and an innate drive to create value and make a positive impact.

👍

💬







**I'm lucky to know a lot of very successful entrepreneurs and venture capitalists in Silicon Valley.**

**When we meet for lunch, it's always for tacos at Sancho's Taqueria.**



**Kent Hawryluk**

President & CEO  
MBX Biosciences, Inc.

**“It never occurs to me that I might fail at starting a company, which is kind of crazy given the low probability of success of biotech companies. Perhaps obvious, but you cannot have any fear. It doesn't mean you are oblivious to what can go wrong, but you have confidence that you will find a solution”.**





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Venture Capitalist

**“An entrepreneurial mindset  
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others won’t take to achieve a  
vision others don’t share”**



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**Danielle D'Agostaro**

**Venture Capitalist**

**“The entrepreneurial mindset is one consisting of grit and perseverance, while being realistic enough to know when to adapt and change course”.**





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**Tim Connors**  
Venture Capitalist

**“People with outsized smarts, goodness, and grit who can’t imagine not spending their life solving the problems about which they care most deeply”.**



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**David Weekly**  
Serial Entrepreneur

**“An understanding that the world is both changeable and imperfect coupled with the resolve to improve it”.**





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**Olivia Moore**  
Venture Capitalist

**“Entrepreneurial mindset is the excitement around building something new, and perseverance to navigate the many obstacles that come up in that process.”**



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**Chris Clark**

CEO, Locale

Just raised \$14M in VC

**“Entrepreneurial mindset is  
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Investor, Board Member

**“I believe there is an  
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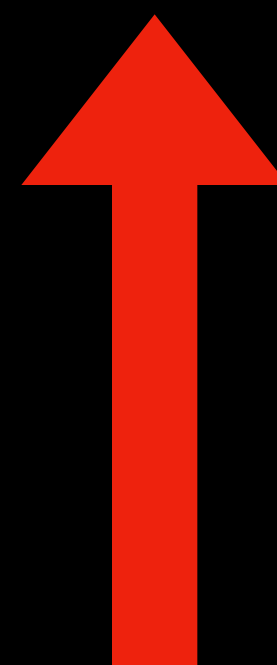


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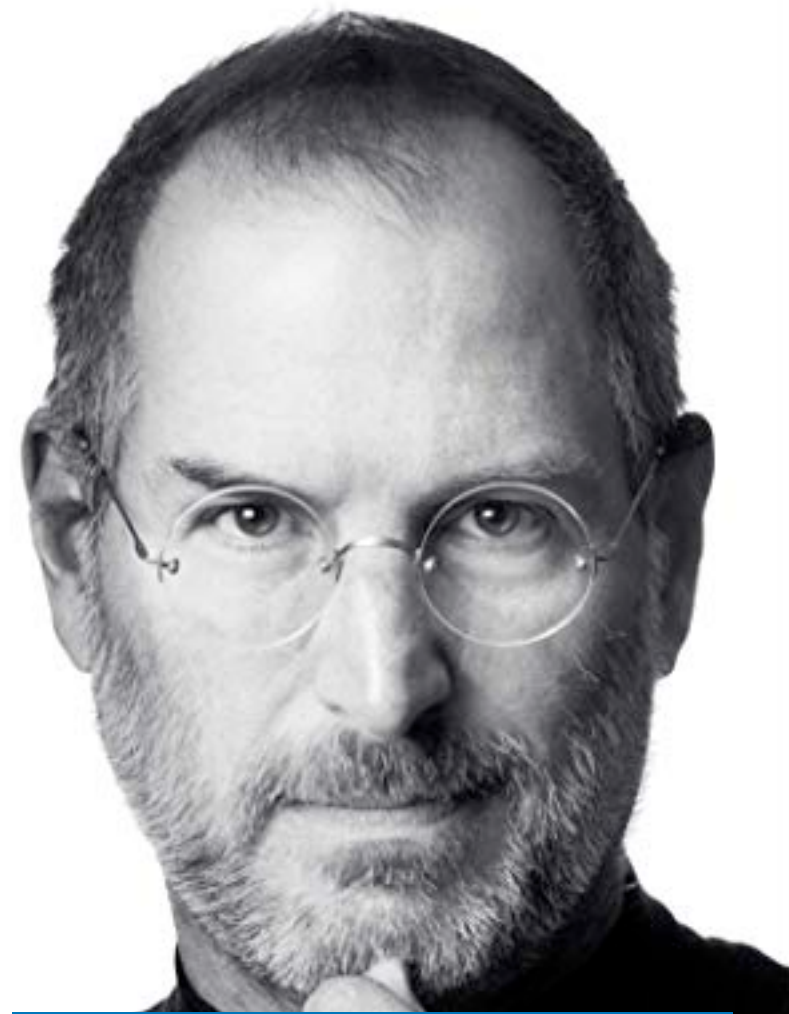




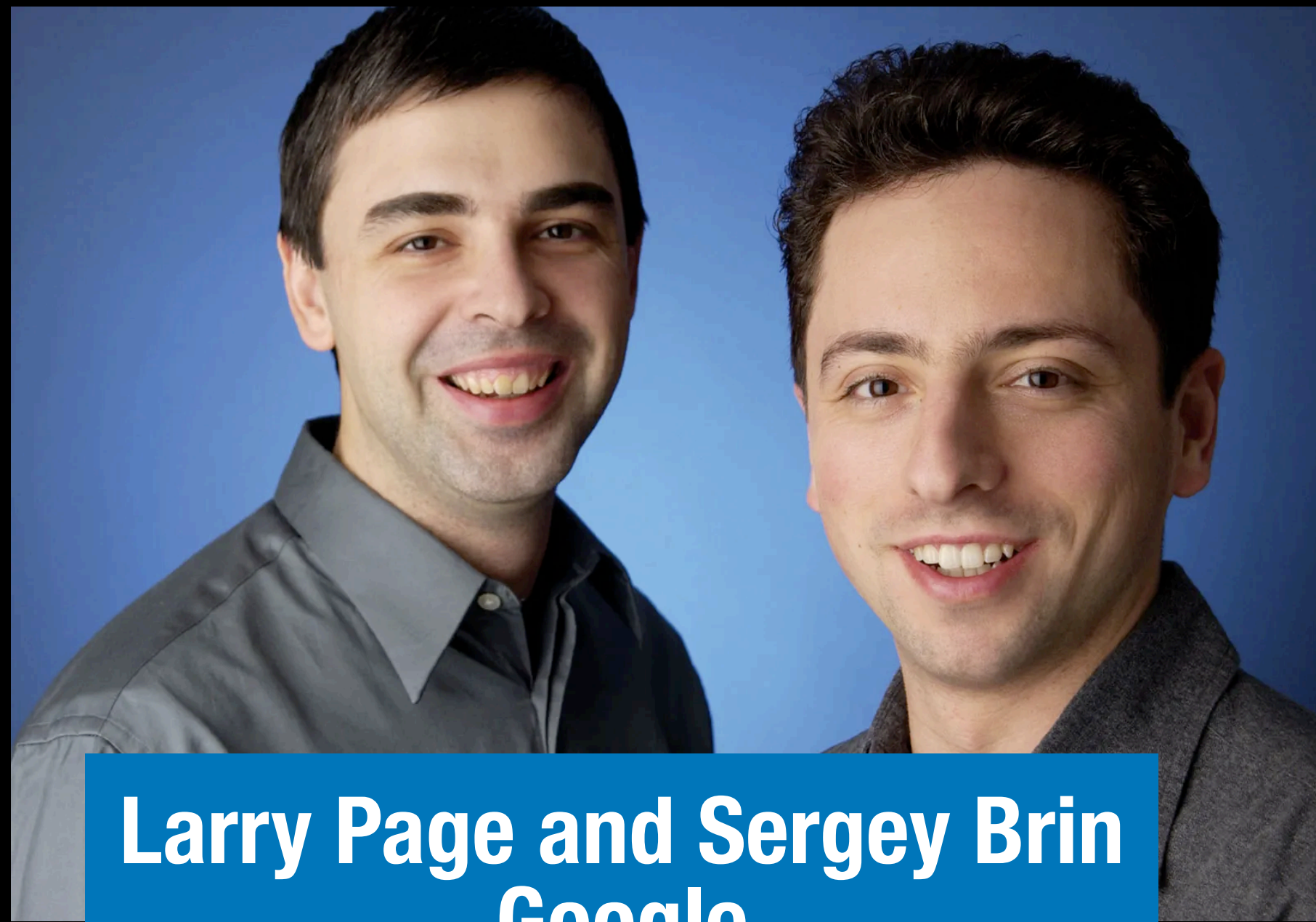




Steve Jobs by Walter Isaacson



**Steve Jobs**  
**Apple**



**Larry Page and Sergey Brin**  
**Google**



**Mark Zuckerberg**  
**Meta, Facebook, Instagram, WhatsApp**



**Jeff Bezos**  
**Amazon**



**Elon Musk**  
**Tesla**



**Marc Benioff**  
**Salesforce**





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# Is there a particular mindset that makes entrepreneurs successful?



**Jeff Bezos**  
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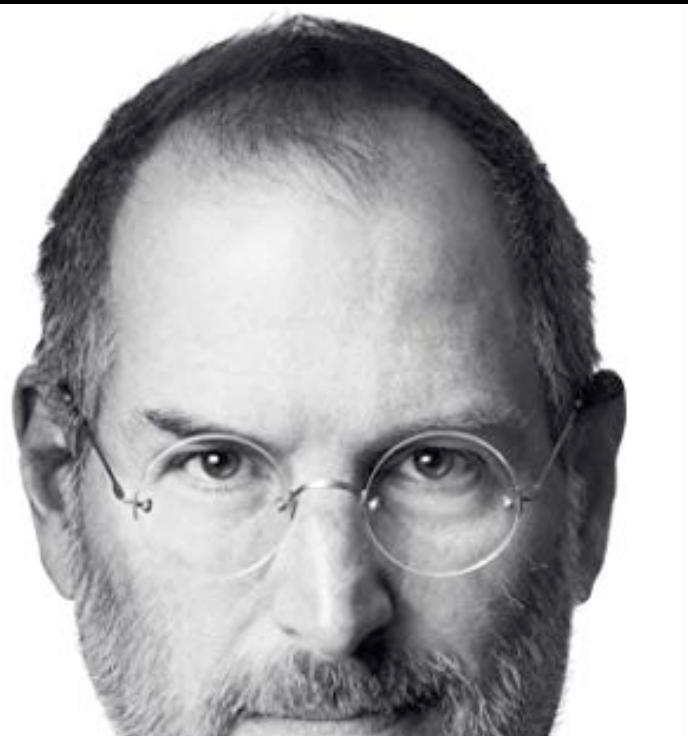
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# Is there a particular mindset that makes entrepreneurs successful?



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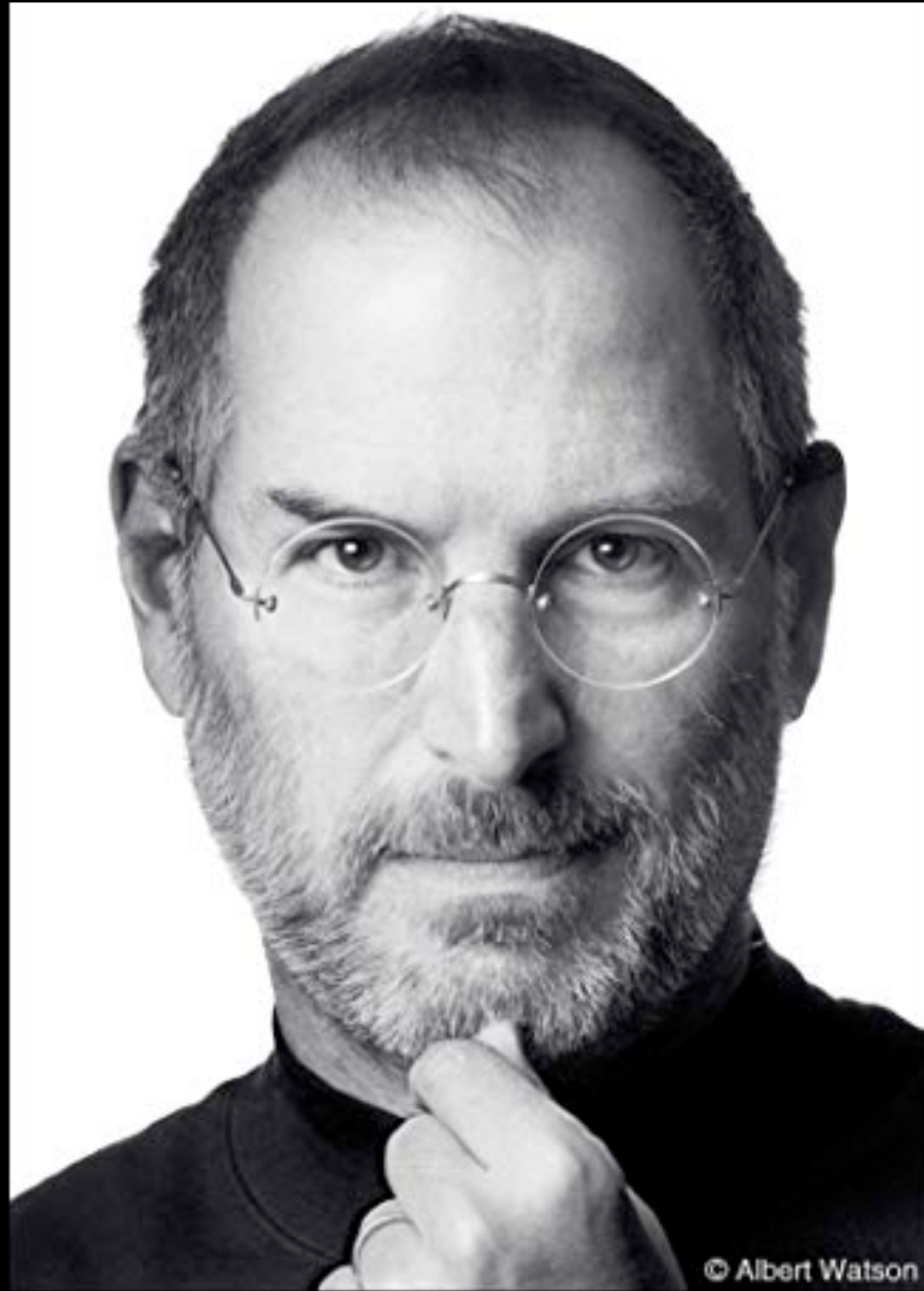


**Elon Musk**  
Tesla



**Marc Benioff**  
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**Steve Jobs**  
Apple

**Great communicator.**

**“In the modern world of business, it is useless to be an original, creative thinker unless you can also sell what you create” - David Olgivy.**



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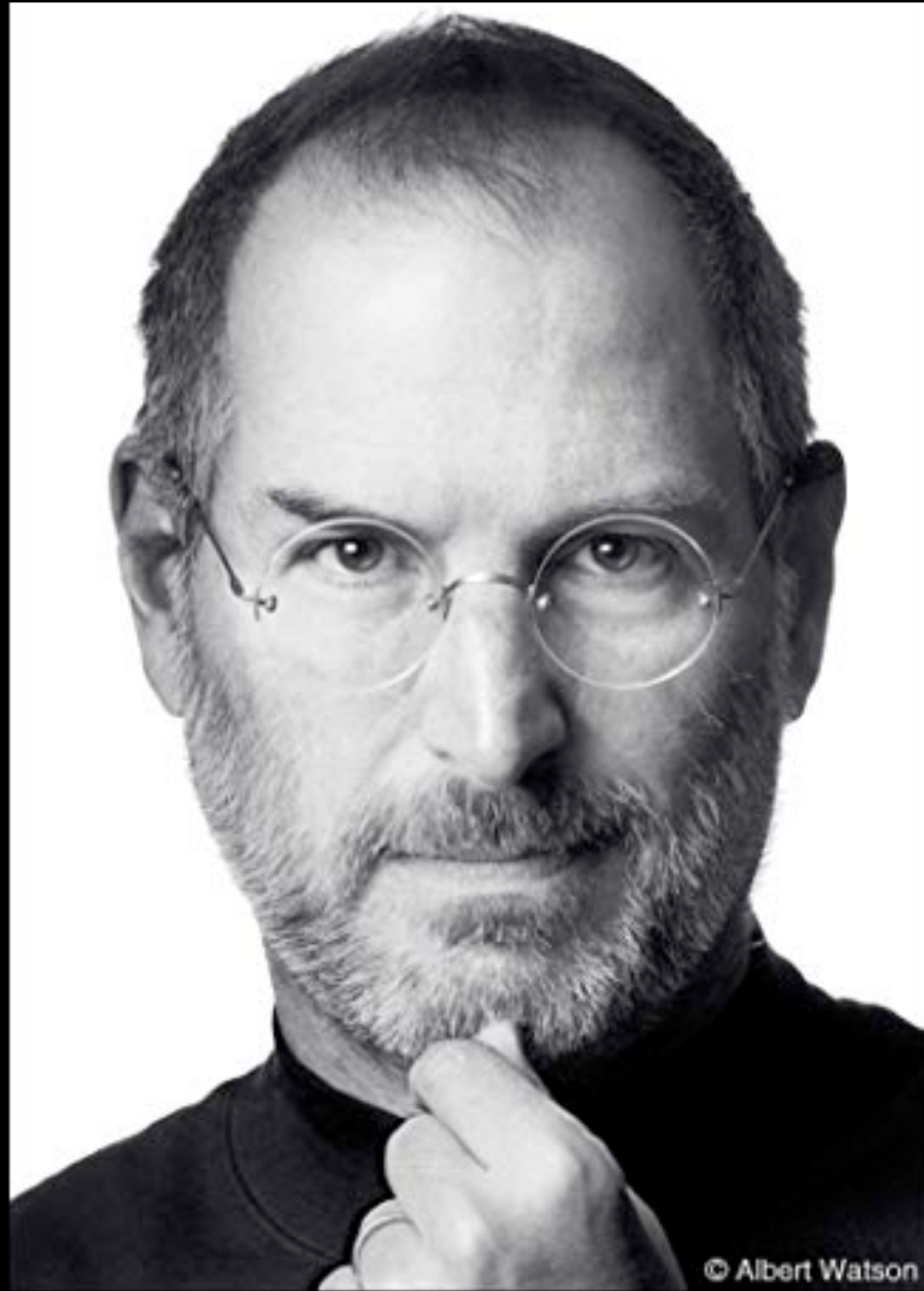


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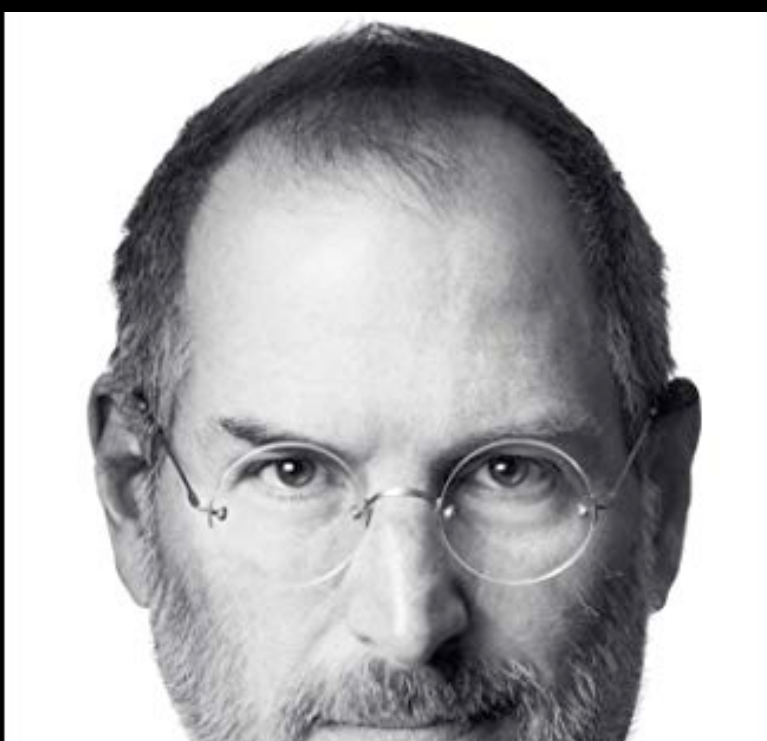




**Mark Zuckerberg**  
Meta, FB, IG, WhatsApp

**“I saw pitches from a lot of social media startups. Mark had a natural understanding of users that was way beyond anyone else”.**

**– Jim Breyer, who made the first VC investment in Facebook.**



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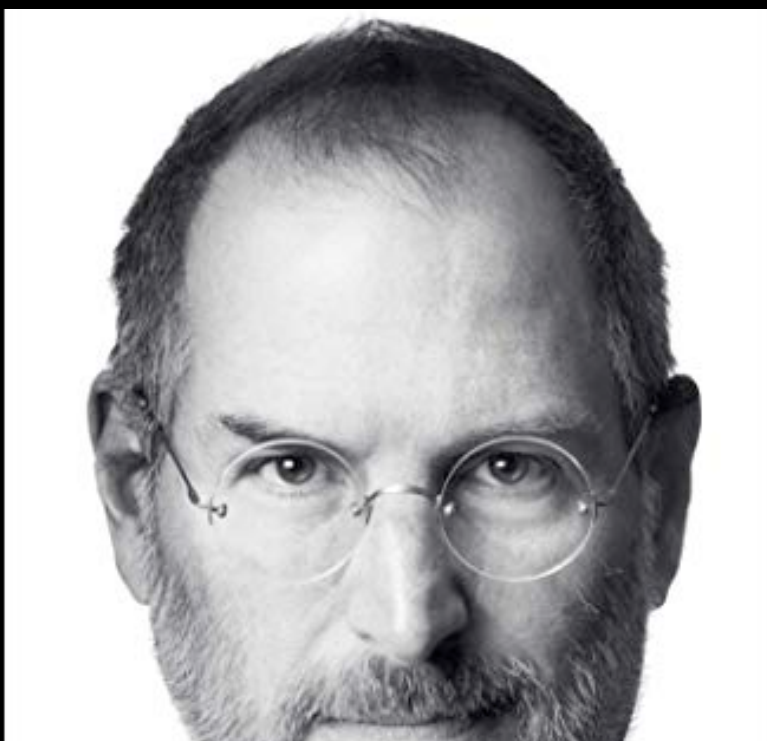




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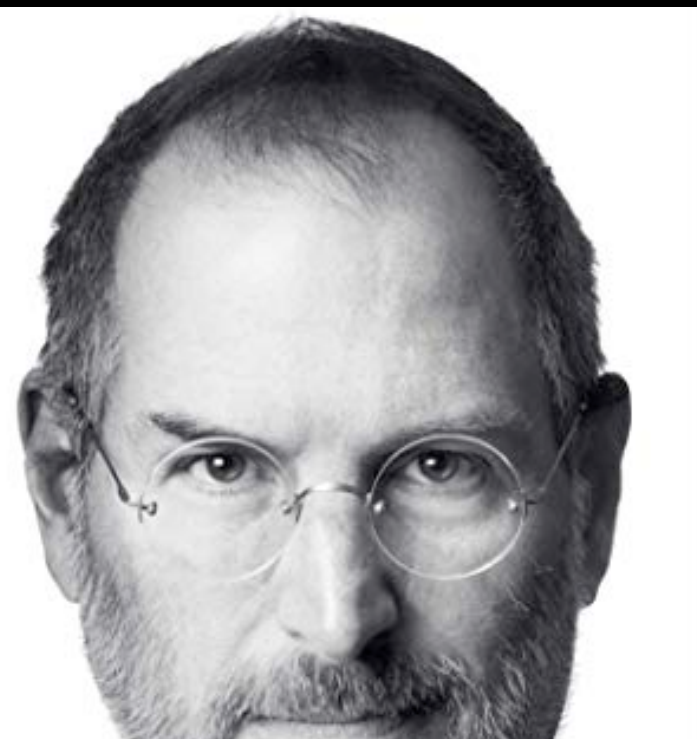
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**“It's a romantic notion that you're going to have one brilliant idea and then everything is going to be great... but the execution and delivery are what's key.”  
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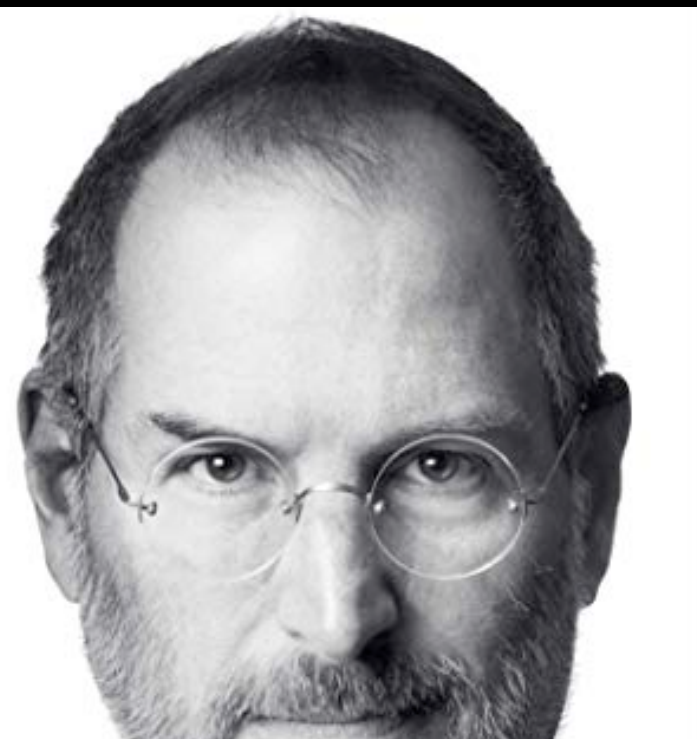
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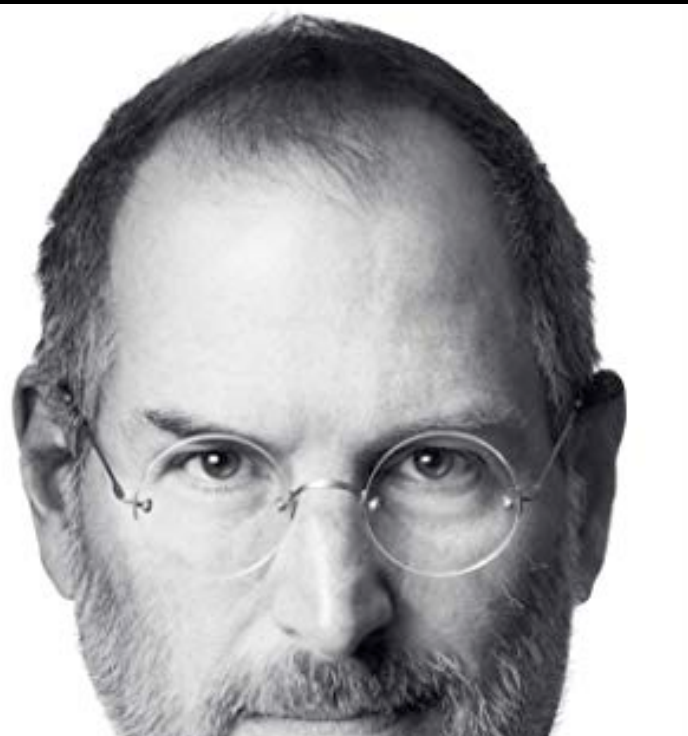
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**Elon Musk**  
Tesla

**“I don’t create companies for the sake of creating companies, I create them for the sake of solving big problems”.  
-Elon Musk**



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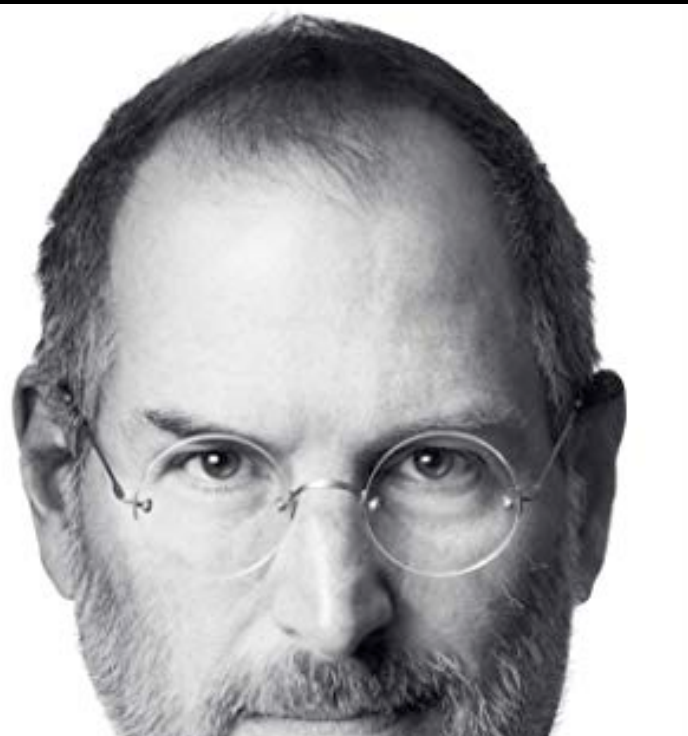




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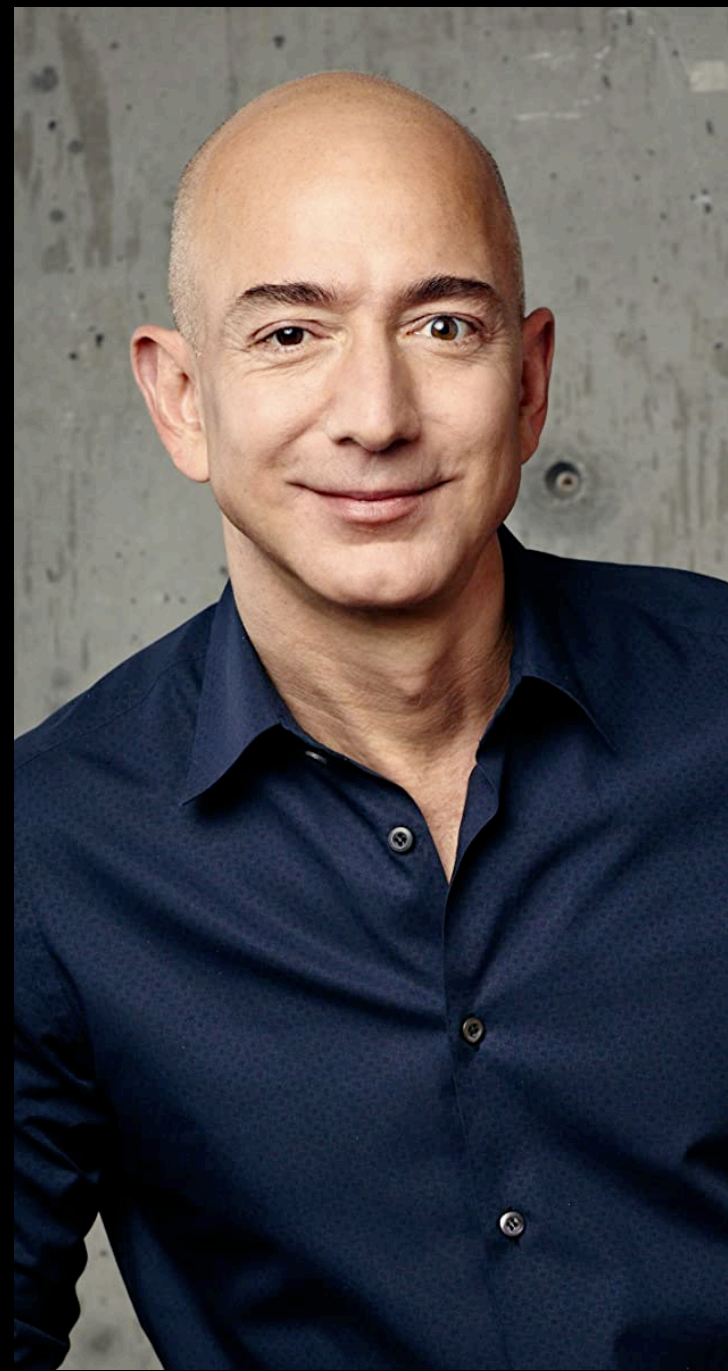


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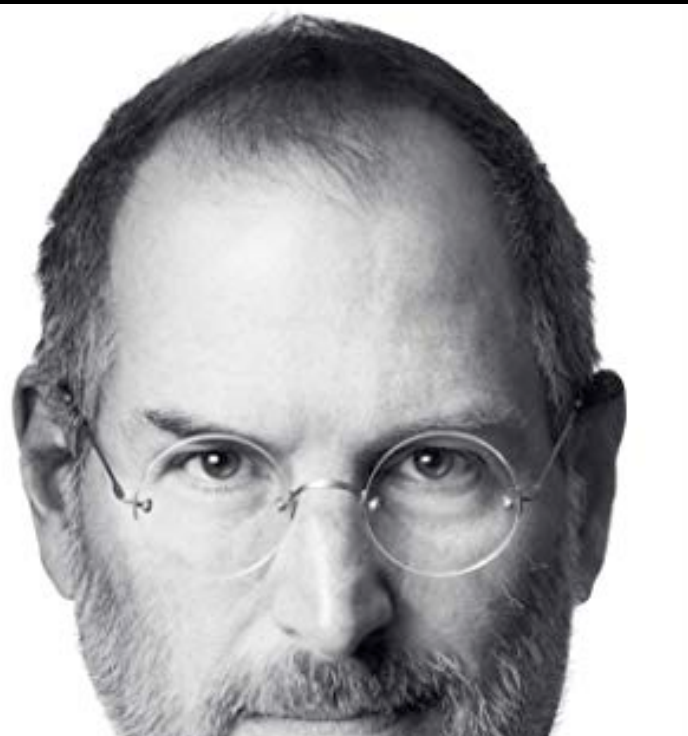
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**“We see our customers as invited guests to a party, and we are the hosts. It's our job to make sure they are happy.” - Jeff Bezos**



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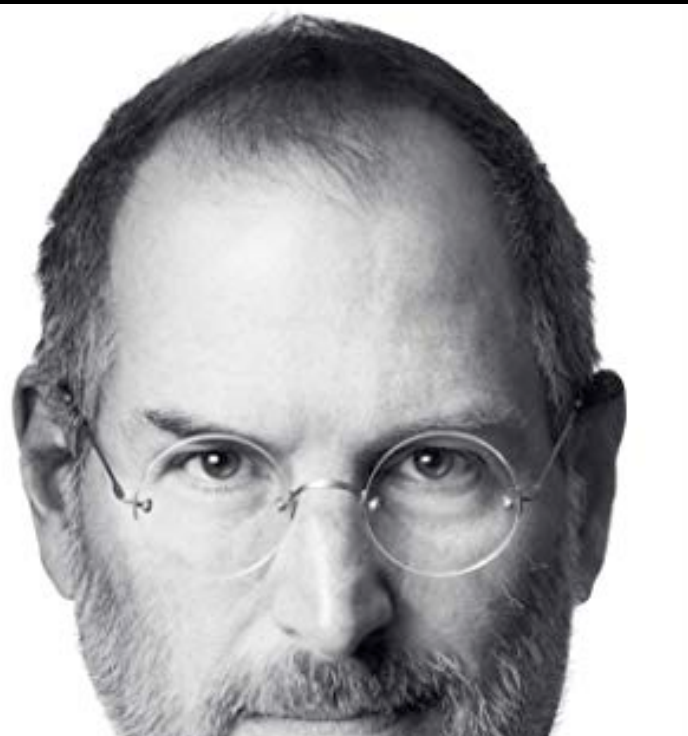
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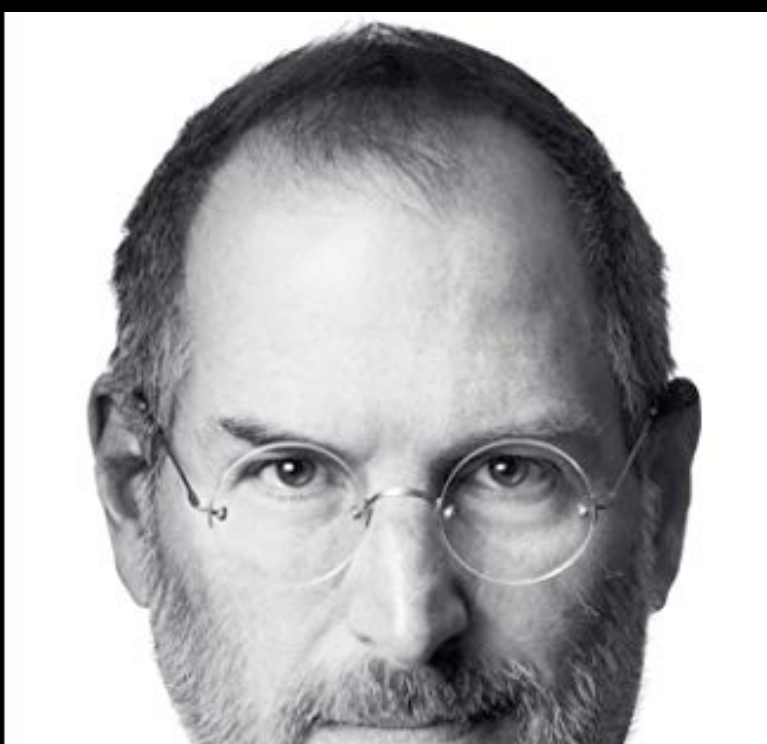




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**“You must always be able to  
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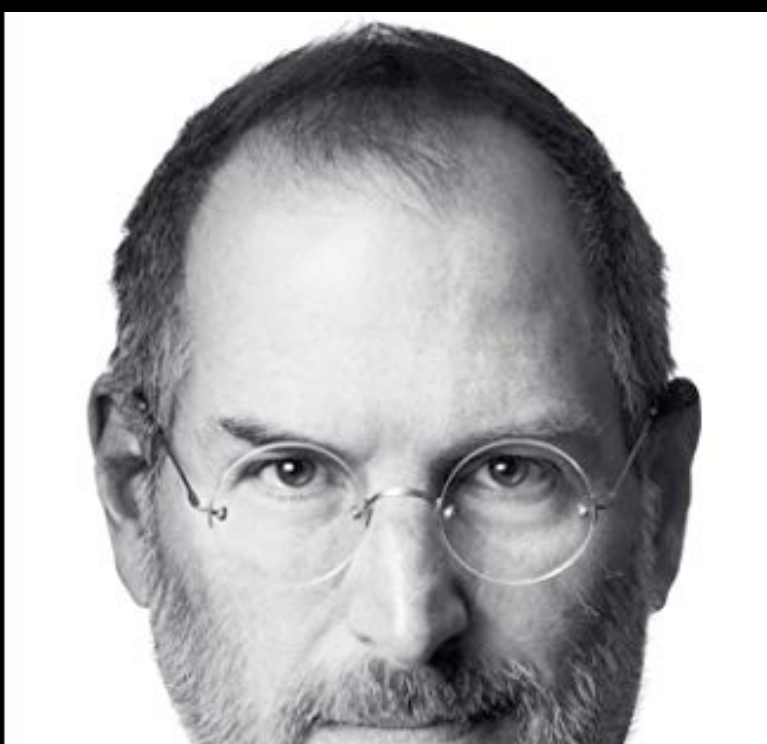




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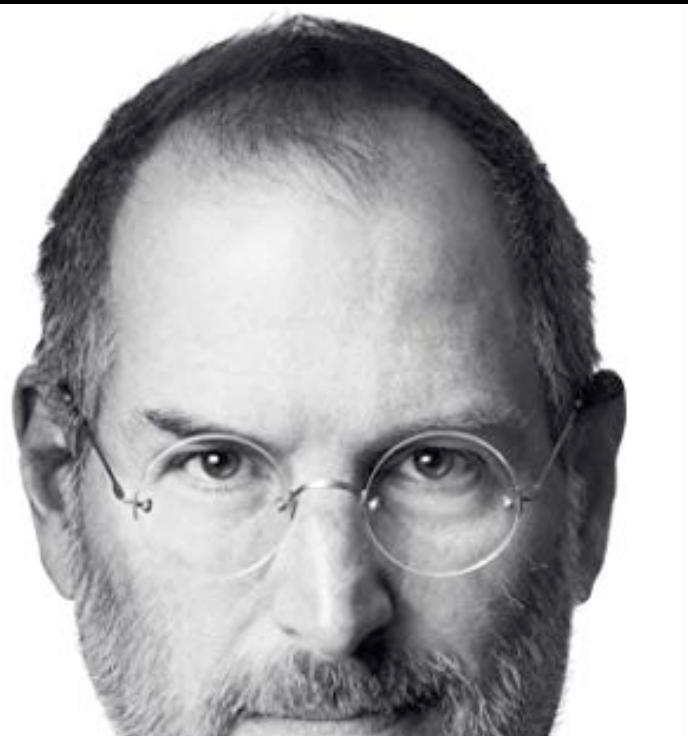
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**Be great at articulating a vision.  
Fully understand users.  
Focus on execution.  
Obsess about customers.  
Be passionate about solving problems.  
Predict the future but be flexible.**



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Apple



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Tesla



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Salesforce



# Entrepreneurship.

**“Entrepreneurship is the pursuit of opportunity,  
without regard for resources currently controlled.”**

**Professor Howard Stevenson**

**Harvard Business School**



# **Entrepreneurial Mindset:**

**A set of skills and mental habits that optimize the pursuit of opportunity.**

- **Focusing on problems worth solving.**
- **Building high-performing teams.**
- **Articulating a clear vision.**
- **Comfort with uncertainty.**
- **Rapid hypothesis testing.**
- **Perseverance, grit, tenacity.**
- **Relentless obsession with customers.**

## **Entrepreneurial Mindset:**

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**Thank you.**

**Now I'd like to hear your thoughts. What do you think are the elements of a successful mindset?**