

TUCSIN 2015

Career Focus
Entrepreneurship

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Dear Students

Now that we've work through all the different industries and endless opportunities to get trained we can focus on you, becoming your own boss. Being an entrepreneur is a high risk and also a high reward position. It can be stressful and time consuming , but - as long as you have some diligence, patience, and of course a good idea, you'll be your own boss sooner than you think!

- Martina

WHO IS AN ENTREPRENEUR?

An entrepreneur is :

- ◇ A person who organizes and manages a business undertaking, assuming the risk for the sake of the profit.
- ◇ Someone who perceives an opportunity and creates an organization to pursue it or simply someone who is looking to build/develop a company.

It is important to understand that an entrepreneur is not necessarily someone that is self-employed (works for themselves). As more and more people become self-employed we need to understand what makes people entrepreneurs.

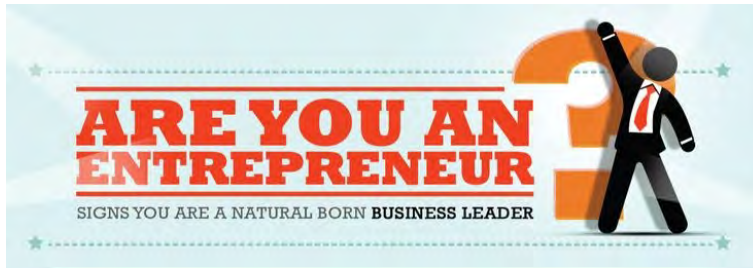
"Entrepreneurs are simply those who understand that there is little difference between obstacle and opportunity and are able to turn both to their advantage."

-Victor Kiam

- ◇ Entrepreneurs are found in every industry and at every level in society, from the hawker on the side of the road to the owner of a large corporation who started from a small business in a back room. What all entrepreneurs have in common is that they are making a living through a venture over which they have direct control.
- ◇ There are people who may be considered entrepreneurial by nature and can even be identified from a young age, collecting and swapping goods after school, making deals and arrangements with other children, buying and selling. These individuals have an eye for identifying a business opportunity, they enjoy seeking out new ways of conducting business, and they are often very determined individuals who are open to testing new ideas.

Some people become entrepreneurs because they are ambitious and want to better themselves, for instance, they may have been working for an organization in a specialized field for many years and decide that they would like to open their own business in this field. Other people are forced to set up their own business because they have lost their jobs or cannot find work.

HOW TO BECOME AN ENTREPRENEUR



Examining Your Personality

Think about your priorities. Ask yourself some questions about what you want out of life, as well as out of your business. What does achieving your goals in life look like? What is important to you? What are you willing to sacrifice?

Consider what you need to make these priorities and goals happen. Is it a certain amount of money? A certain amount of free time to spend with friends and family?

Decide whether your personality is a good fit for entrepreneurship. Becoming your own boss is a goal for many people, but some people are better suited to this lifestyle than others. Knowing how you are likely to react to events will help you achieve your goals.

- ◇ *Are you comfortable with a lot of responsibility? Entrepreneurs often have no backup and are responsible for the success or failure of their business.*
- ◇ *Do you enjoy interacting with people? Almost all entrepreneurs have to do a lot of customer service, particularly at first. If you aren't good with people, you may have difficulty getting your business off the ground.*
- ◇ *Are you able to accept uncertainty and even failure? Even the most successful entrepreneurs -- for example, Bill Gates, Steve Jobs, and Richard Branson -- have had businesses fail on them, often several times, before they found a formula that worked.*
- ◇ *Do you thrive on problem-solving and creative solutions? Entrepreneurs at all levels face many problems that they need to find creative solutions for. A high tolerance for frustration and the ability to think through problems will serve you well as an entrepreneur.*

List your strengths. Be honest with yourself as you consider your strengths and weaknesses. When you talk to potential investors or sell to clients, you will need to have a very clear idea of what your strengths are so you can communicate them to others.

Determine to succeed. Energy and determination will get you through many of the hurdles you will face as a beginning entrepreneur. Be idealistic enough to believe in yourself, but pragmatic enough to examine the realities of your situation.



REQUIREMENTS & TRAINING

SATISFYING ASPECTS

- being your own boss
- the possibility of good financial rewards

DEMANDING ASPECTS

- working long and unsociable hours, particularly initially
- fiscal discipline required
- frustration when the market does not respond

REQUIREMENTS

Entrepreneurs should:

- have common sense;
- enjoy a challenge, sense of adventure and risk-taking
- interest in and knowledge of business
- be willing to acquire a wide range of business skills
- have good communication and interpersonal skills
- be organized and practical
- be able to make good judgments
- be quick-thinking and adaptable
- be hard-working, dedicated and determined
- be generally fit

TRAINING

Secondary Education

Compulsory Subjects: None

Recommended Subjects: Business Science, Economics, Accounting

TERTIARY

Namibia National Senior Certificate meeting degree requirements for a degree course

Namibia National Senior Certificate meeting diploma requirements for a diploma course

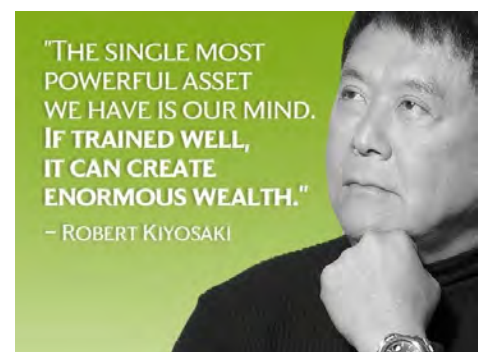
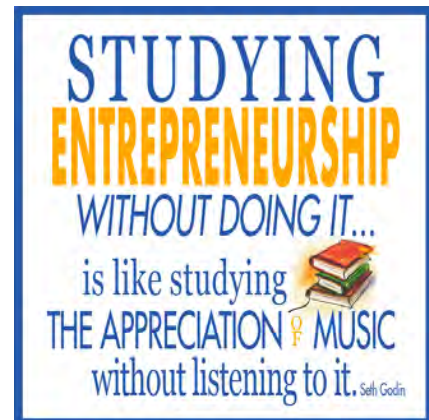
Each institution will have its own minimum entry requirements.

A business degree, diploma, or certificate is extremely useful, although many entrepreneurs are too impatient to study, which could lead to failure in some cases. Many skilled artisans, such as automotive electricians, motor mechanics, plumbers and electricians, start their own businesses.

Degree: BCom - most universities offer business degrees.

Diploma: a course in Entrepreneurship is offered by CPUT, CUT, DUT, UJ, TUT and NMMU.

Small business owners may attend business seminars, short courses and industry conferences. Regular re-training in current market or business trends may also be useful.



INSTITUTIONS THAT PROVIDE TRAINING PROGRAMMES FOR SMALL & MEDIUM ENTERPRISES

NAMIBIA CHAMBERS OF COMMERCE

The NCCI is a Chamber of Commerce which has a special SME desk. Its members are individual business people. Branches have been established in Oshakati/North, Rundu, Otjiwarongo, Walvis Bay and Windhoek.

The NCCI is a nationwide business organization, promoting prosperity for all Namibians by ensuring balanced private sector growth, enterprise development and global competitiveness. The target beneficiaries are chamber members, small and large businesses, export promotion companies, potential exporters, SME's and small business people in the Kavango region.

The NCCI offers the following training services:

1. *Export and Marketing Awareness Workshops. Applicants must be members of one of the target groups.*
2. *Business Management Training. Applicants must be existing or potential business people*

Contact: Tel.: (061) 228809

KATUTURA YOUTH ENTERPRISE CENTRE (KAYEC)

KAYEC was established in 1993 jointly by the Anglican Diocese of Namibia, the Evangelic Lutheran Church in Namibia, and concerned individuals in response to the crisis generated by escalating unemployment levels among Namibian youth. The objectives of KAYEC include the following: to help youth become more enterprising, to help young entrepreneurs establish business enterprises in the informal sector and to help unemployed youth locate formal sector employment.

The target area is nationwide, and the groups that benefit from the programmes are school leavers, out of school youth of ages 15-30 years, business women aged 25-35 years, 15-30 years old unemployed youth, the GRN and those wanting to start an own business.

Training programmes include:

- *Life Skills*
- *Start Your Own Business*
- *Job Search Skills*
- *Basic Construction Skills (Carpentry, Metalwork, Brickwork)*
- *Leadership Training*
- *Computer Training*
- *Enterprise Training*

The duration of courses vary from two weeks to twelve months. Fees also differ from one course to the next.

Contact : Tel: (061) 272670



FOOD FOR THOUGHT

May 28th, 2015 | by [New Era Staff Reporter](#)



"A young Namibian entrepreneur, Immanuel Hango, has received the attention of the scientists in the USA with his concept solution that uses solar energy to produce chlorine for water purification. The solution was designed as one of the means to stop the spread of cholera.

The solution earned Hango a place among the semi-finalists in the Technology Idea (Tech-I) 2015 competition by the American Association for the Advancement of Science (AAAS) and the US Department of State.

The competition is offered as part of the Global Innovation through Science and Technology (GIST) initiative.

The 31-year-old Hango designed the solution through his company Profile Namibia Chemicals, a chemical and industrial minerals start-up based in Walvis Bay. They produce chlorine for water purification by electrolysing salt using abundant solar energy. The use of solar energy in this application contributes to sustainable development of Namibian resources in the most environmentally friendly manner.

Hango said he began to study the spread of cholera while exploring applications of chlorine in areas such as the construction industry, food processing, water treatment, and plastics. "I found the need to study the outbreak of cholera after cases of the disease were recorded last year in different regions of the country," said Hango. "Last year, more fatal cases were reported in Otjozondjupa, Oshana and Khomas [regions]," he explained. Cholera is caused by the vibrio cholera bacteria found in dirty or sewerage water. Hango said cholera could be prevented simply by purifying water with diluted chlorine. However, the product chlorine is not easily accessible to those living in rural areas.

"A spoonful of chlorine can dilute up to 20 litres of dirty water, but currently, all chlorine products are imported into Namibia which makes it expensive for an ordinary Namibian to afford," he said.

"Immanuel embodies the spirit of applying innovative solutions to the world's toughest challenges. His project has the opportunity to galvanise global attention for Namibia at the Global Entrepreneurship Summit in Kenya in July," the US Ambassador to Namibia Thomas Daughton said of Hango.

As a semi-finalist in the GIST competition, Hango needs votes to advance to the finals and potentially attend the Global Entrepreneurship Summit 2015 (GES), which takes place in Nairobi, Kenya, in July. The public can vote for him by logging into the GIST website and following simple voting steps at <http://www.gistnetwork.org/tech-i/vote>. Voting is open through June 11, 2015.

Tech-I finalists will have the opportunity to meet President Barack Obama, who will attend the Global Entrepreneurship Summit as part of his fourth presidential trip to sub-Saharan Africa bringing together business owners, educators, policymakers and investors to support the growth of new enterprises in developing regions.

"I would like the public to vote as I am the only Namibian in the semi-finals. This will not only benefit me, but it will help bring Namibia on the map in the science industry," said Hango. "

Reference: Min of Labour & Social Welfare - Careers in Namibia 2005/2006

<http://www.wikihow.com> , pacecareers.com, [New Era Newspapers](#)

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