The greatest entrepreneurs are born rather than made

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Abstract
The notion whether entrepreneurs are born or made remains ambiguous. This article demonstrates that successful entrepreneurs are born rather than made. The ever-changing business environment however wants the founders to develop basic business skills to manage companies professionally according to established international standards. This article also shows that academic learning supports natural entrepreneurs to unlock the talents that they are born with. Treasure to prosper is part of entrepreneurs’ wisdom as they do not depend on others to invent a viable business idea. This reality has been widely misapprehended by those who undertook academic learning in thinking that a qualification would warrant them success. The belief that entrepreneurs are made, aggravates fantasists across the globe who enrol for post-graduate qualifications. They do so trusting that they will spontaneously thrive. Many acquire multiple degrees but lack the impetus of utilising them for their own profit. Untested entrepreneurs do not understand that academic credentials are designed to furnish them with specific skills and not to necessarily capacitate them with outstanding business concepts. Otherwise, scholars would have been the most successful entrepreneurs on the planet. In fact, natural entrepreneurs are born with intelligence, talent and wisdom to launch exceptional companies. Because of the belief that entrepreneurs are made, arch-rivals attempt to detriment natural entrepreneurs so that they cannot flourish. These forces of darkness fail to realise that natural entrepreneurs have an everlasting treasure to flourish and that demons have no authority to befuddle their visions.

Keywords: Entrepreneurship; Entrepreneur Traits, Natural Entrepreneurs; Made Entrepreneurs; Entrepreneurial Process

Introduction
The world population is estimated to be around six billion people dispersed between continents. Some continents are more advanced than others, which makes it
possible for their citizens to easily grasp the career opportunities available to them. Citizens can start their careers within a climate favourable to thrust success. A progressive economic status, coupled with modernised infrastructure, demonstrates this. Since people have miscellaneous preferences to select careers that inspire them, this should somewhat match their natural talents. It is perceived that each person has a natural talent and this should make it plausible for him/her to play an important role where others cannot. Every person is born with aptitudes and talents (Antonites, De Beer, Cant & Jacobs, 2009). It is anticipated that people select a career that inspires them so that they can perform better than their peers. Career Key Inc. (2008) states that career evaluation exercises form part of making a good career decision. In the face of this, millions of people misjudge what is meant for them. Subsequently they get displaced to unrivalled careers that stop them from reaching their full potential. Challenges remain for people in terms of finally selecting their careers. Many flee from their original careers in favour of other careers if things do not materialise as they had planned.

Throughout the world, entrepreneurship stimulates sustainable economic growth and development. Economic development can highly improve the level of entrepreneurial activity in countries (Antonites et al., 2009). Such development has received gigantic recognition - to the extent that more than a quarter of the world total population has tried to become entrepreneurs during their lifetime. In actual fact, their growing interest in entrepreneurship has been exceptional (Driessen & Zwart, 2010). This is because entrepreneurship presents independence, financial gain, and contribution to the economy through different entrepreneurial initiatives (Ahmed, Nawaz & Ramzan, 2012). Because many governments realise the importance of entrepreneurship to advance their economies the habit of instilling an entrepreneurial spirit among the people has been reinvigorated. This is a direct strategy to bolster sustainable economic growth. Despite constructing policies to encourage people to become entrepreneurs, many challenges still confront policymakers. This is notwithstanding the fact that entrepreneurship education is hugely admired as a tool to inculcate an entrepreneurship culture (Johansen, Schanke & Clausen, 2012).
To become an entrepreneur is not an easy task because it demands a unique blend of creativity, innovation, self-confidence, leadership and skills. A range of factors exists to help someone to become a successful entrepreneur (Zainuddin, 2012). This fact is often misjudged by people who want to become entrepreneurs but lack the talent to succeed. During various stages of human development, many people get enthused to become entrepreneurs because they see entrepreneurs who are doing fairly well. They eventually become infused with entrepreneurial inspiration. This serves as the fundamental impulse towards becoming an entrepreneur. Due to this reality, they get absorbed into entrepreneurship despite the fact that they lack coherent components of true entrepreneurs. In an entrepreneurship culture businesspersons must not surrender easily even when things get tough. Yet many do not prosper, particularly because they lack the attributes of genuine entrepreneurs. Because of many challenges, blunders that people had committed a decade ago, persist to dent their ambitions in realising sustainable growth. In the end there is the collapse of a business, because some individuals thought they had what it takes to become prosperous entrepreneurs while they were not practical about their desires.

This article therefore argues that successful entrepreneurs are born and not made. It contends that even if a person acquires entrepreneurial education but lacks the natural talent to thrive, little progress will be made to invent incomparable business ideas to change the world. Based on this proposition, it is contended that it is difficult for adversaries to distract a person who was born with natural talents to become an entrepreneur. This is because entrepreneurial qualities are implanted in such a person’s veins. Whatever he/she touches prospers. Contrary to the made entrepreneur, the natural entrepreneur will always retain his or her talents until death because these talents are natural and not moulded by anyone. It is claimed that no forces of destruction can distort such talents. This is true because natural talent cannot be blatantly gained by procuring a degree of any magnitude. It is disputed that academic learning only unlocks the potential that would-be entrepreneurs have already attained. It is also argued that only a few people who lack natural entrepreneurial talents can emerge through entrepreneurial training. It is the sole aim
of this article to provide insight on the misconception that entrepreneurs can be made.

**Problem statement**

The founder of an enterprise does not essentially need the particular skills found in good managers (Kalkan & Kaygusuz, 2012). Natural entrepreneurs do not patently need a particular skill to prosper in any business formation. However, the recruitment of skilled managers with established vital competencies in different areas of business management is crucial. This makes natural entrepreneurs very unique -- to the extent that their success does not rely on their academic learning. In fact, they can recruit experienced managers to support their business concepts. Critics’ belief that entrepreneurs are made can lead to them to attack a person by being sceptical about his or her academic abilities. They fail to understand that born entrepreneurs do not fully depend on academic learning to succeed in business. Born entrepreneurs were already empowered by the Creator of universe when they were born. This problem persistently pressurises critics to paint people in a bad light. The fact that they are natural entrepreneurs makes it extremely difficult for critics to derail them.

Another problem emerges when forces of destruction want to pose a menace to the immediate triumph of natural entrepreneurs. These forces of darkness usually think that by attacking natural entrepreneurs it would ruin their motivation. They meditate that attacking natural entrepreneurs on their flaws would change the minds of those who sanctified them. Devoted critics are not prepared sit back until they fully accomplish their operation. They have no room to find cessation and flight from their immoral behaviours. It simply creates the impression that they are not primed to witness how natural entrepreneurs thrive while their children are demoted to become deserted spectators. The problem statement is that critics think they can unsettle the concentration of born entrepreneurs to succeed and thereby use immoral tactics to create catastrophic outcomes. The fact that people are so bitter to see the rise of other people paints a despairing future.

Opponents are determined to repel the emergence of natural entrepreneurs by adopting foul play tactics, such as the use of media. Across the world, many people
use corrupt media institutions to deal with their opponents. The culture of paying bribes to corrupt journalists to report critically about certain individuals sponsored by powerful elite is well-documented. This is one of avenues that detractors are likely to exercise when dealing with their victims. The problem though is that they fail to realise that people who are born as entrepreneurs are founded on a solid foundation where no forces of darkness will conquer them. People must learn that they have no authority to determine the destination with regard to who must be successful entrepreneurs or not. As Jeremiah (17:7-8) states it “. Blessed is the man who trusts in the Lord, whose confidence is in him. He will be like a tree planted by the water that sends out its roots by the stream. It does not fear when heat comes, its leaves are always green. It has no worries in a year of drought and never fails to bear fruit.”

Another problem that devils might do is to target a person in a specific industry and to believe that closing all doors in that industry would mean that the person’s dreams would completely be shattered. They forget that natural entrepreneurs do not really rely on any specific industry to succeed. God has given them ample talents that could be applicable in a variety of industries. What was meant to stop them might bring more creativity to advance their business ventures to another level. Because wicked forces are so irrational, they do not consider that their destructive power has limits in prevailing over the Almighty God. It is this occurrence that persists to provoke necromancers to embark on things that compromise their integrity.

**Defining entrepreneurship**

Presently, there is no single definition of entrepreneurship. A number of definitions have been constructed by various academic scholars. The first definition of entrepreneurship is defined by Dollinger (2008) as “the control and deployment of resources to create an innovative economic organization for the purpose of gain or growth under conditions of risk and uncertainty”. Secondly, “entrepreneurship is the emergence and growth of new businesses” which can lead to changes in the economic system through innovations of individuals in response to tangible opportunities (Nieman and Nieuwenhuizen, 2009). In defining an entrepreneur, these authors all outline an entrepreneur as a person who creates and runs a business with the main intention of realising profit and attain constant growth. An entrepreneur
is also defined as a person who exercises initiative by organising a business venture to take benefit of available opportunity in the market (http://www.businessdictionary.com/definition/entrepreneur.html). Table 1 briefly summarises different definitions of entrepreneurs. The aim is to provide a broad understanding on the qualities of true entrepreneurs.

**Table 1: Characteristics of successful entrepreneurs**

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<thead>
<tr>
<th>Date</th>
<th>Authors</th>
<th>Characteristics</th>
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<tbody>
<tr>
<td>1971</td>
<td>Palmer</td>
<td>Risk measurement</td>
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<tr>
<td>1971</td>
<td>Hornaday and Aboud</td>
<td>Need for achievement; autonomy; aggression; power; recognition; innovation/independent</td>
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<td>1973</td>
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<td>1974</td>
<td>Borland</td>
<td>Internal locus of power</td>
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<td>1982</td>
<td>Casson</td>
<td>Risk; innovation; power; authority</td>
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<td>1985</td>
<td>Gartner</td>
<td>Change and ambiguity</td>
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<td>1987</td>
<td>Begler and Boyd</td>
<td>Risk taking; tolerance of ambiguity</td>
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<td>1988</td>
<td>Caird</td>
<td>Drive</td>
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<td>1998</td>
<td>Roper</td>
<td>Power and authority</td>
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<tr>
<td>2000</td>
<td>Thomas &amp; Mueller</td>
<td>Risk; power; internal focus of control; innovation</td>
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(Timmons & Spinelli, 2009)

**Defining natural (born) entrepreneurs**

Despite different definitions emerging from many scholars, this article manages to construct a definition that describes natural (born) entrepreneurs. The natural entrepreneur is a person who invents a unique business idea that changes the world and he or she then capitalises on an untapped business opportunity, despite scarce resources. Such an entrepreneur succeeds in acquiring the appropriate entrepreneurial skills to manage the business properly. The above definition firstly states that born entrepreneurs conceive unique entrepreneurial ideas that change the world. In other words, their business concepts are not localised but can be felt globally. Secondly, these entrepreneurs are not confined by resource constraints to realise their goals. What is important is to match an idea and opportunity and to
know that a good idea would be supported by potential investors. Thirdly, this definition also states that such people do not become entrepreneurs because they acquire entrepreneurial degrees. In simple terms, degrees have nothing to do with entrepreneurs coming up with good business ideas. The purpose of acquiring formal education is to equip them with knowledge to manage their businesses effectively and efficiently. The definition also argues that even if a person acquired senior degrees it does not mean that he or she would succeed as entrepreneurs. Academic degrees’ sole purpose is to unlock the entrepreneurial aspirations of a person who was born as an entrepreneur (considering the prevailing environmental climate). People must stop dreaming that obtaining a degree will make them untouchable capitalists. Dollinger (2008) argues that although successful entrepreneurs are born and not made, there is a class of professional entrepreneurs that is emerging today who really rely on their brains, instead of on their guts. It is argued that these entrepreneurs enter formal institutions simply to complement their natural talents. These include executives who work for businesses established by born entrepreneurs. They do so to implement the ideas of the founder and to help craft long-term growth and development strategies for the business.

The ruin of natural entrepreneurs by forces of darkness
The rational definition of entrepreneurs shows that it would be very difficult for critics to take away born entrepreneurs’ natural talent. Any attempt to discredit them will not yield positive outcomes but will backfire. Nevertheless, the temptation to derail a person’s vision can become a motivational undertaking. Obstacles intended to harm a person might yield more blessings. It is imperative that people do not allow antagonists to taint their confidence. They should remain vigilant despite imprudent and malicious attacks because their detractors lack constructive strategies to nail their opponents. It is recommended that people raise their faith during difficult times, knowing that Almighty God is still in control of their destination. Belief in God is a weapon that destroys all forces of darkness. As 2 Corinthians (5:7) states, “we live by faith, not by sight”. It is important that those targeted by malicious forces do not flee because giving up is considered serious betrayal to God. The true fact is that God will never abandon his children and that He is always capable of destroying evil forces at any time.
The entrepreneurial process

The entrepreneurial process creates something new and with value (Hisrich, Peters & Sheperd, 2010). This is achieved by devoting the necessary time and effort, assuming the accompanying financial, psychic, and social risks and uncertainties, and receiving the resulting rewards of monetary and personal satisfaction. Having to consider the dynamics in the entrepreneurship career over time, scholars have managed to propose a proper process to warrant the success of would-be entrepreneurs. The starting point of establishing a new business is exemplified in the entrepreneurial process. According to Hisrich, Peters & Shepherd (2005), the entrepreneurial process has four distinct phases namely: Identification and evaluation of the opportunity; development of the business plan; determination of the required resources; and management of the resulting enterprise. Figure 1 below shows the entrepreneurial process as invented by Timmons (1999).

Figure 1: The Entrepreneurial process

(Timmons, 1999)
Stage I: Founder
Stage I reveals that the entrepreneurial process starts with an entrepreneur (founder) who comes up with business idea that needs to be implemented in the market place. Although founders have strong guts about the chances of succeeding in a new business concept that match opportunity, this is built within their spirits. The key qualities of entrepreneurs are perseverance, commitment to the business, willingness to take risks, creativity and innovative ability (Antonites, De Beer, Cant & Jacobs, 2009). Timmons asserts (1999) that while entrepreneurs are born with creative native intelligence, flair for creating talents by themselves are like unpainted canvas. Although entrepreneurs are born, the prevailing environment requires that they embark on personal development to run their business more professionally. Regardless of this, gifted entrepreneurs’ abilities rely heavily on their natural talents to create what mediocre entrepreneurs would struggle to invent (despite their superior academic credentials). A new business idea conceived by these founders withstands the test of time because they are unique. This significantly contrasts with those entrepreneurs who wait for someone to invent an idea so that they can replica his or her original concepts.

Stage II: Opportunity
Regardless of inventing a good idea, natural entrepreneurs can overlap the desired idea with measured opportunity. Successful entrepreneurs know that a good idea is not necessarily a good opportunity. They also know that an opportunity has the qualities of being attractive, durable and that it is anchored in a product (Timmons, 1999). A good idea might not be translated into a viable business opportunity if the key market features are undermined during the construction of a business model. What separates true entrepreneurs from the rest is that they deeply analyse the market trends to determine whether their ideas will receive support in the market place. At the hub of their ego is the ability to detect a business opportunity without being swayed by anyone. They can do this simply because entrepreneurial culture is embedded in their veins. While some entrepreneurs struggle to find suitable business concepts, natural entrepreneurs do not tussle to establish viable businesses.
Stage III: Team
A strong team to execute the business concept is usually fully rooted in the entrepreneurial process. Entrepreneurial organisations are characterised by strong leadership from leading entrepreneurs (Wickham, 2006). Such entrepreneurs are responsible for shaping up the type of organisation they want to create. Various factors play a key role in the creation of unique organisations. These factors include business size; expected business growth rate; type of industry targeted; type of product and services; age of the organisation under consideration; and the culture within the particular organisation. Also, the relationship network between individuals is of fundamental importance. Wickham (2006) explains that a network is a powerful tool since it creates entrepreneurial ventures and determines competitive location. Likewise, it determines how entrepreneurial ventures are expected to sustain their position in the market or industry.

Stage IV: Resources
The resources necessary to mandate that entrepreneurs realise their intended purpose cannot be underestimated. A resource can be described as anything of quality that is useful, tangible or intangible. A resource can be property based or knowledge based (Dolinger, 2008). In spite of this, one of the misconceptions among untried entrepreneurs is that one needs to have all the resources in place in order to succeed with a venture (Timmons & Spinelli, 2009). Having to deal with the scarceness of resources, these entrepreneurs are able to utilise available resources effectively. At the core of their success is their ability to adopt cost-effective mechanisms to success -- notwithstanding limited revenues.

The nature of successful entrepreneurs
The experience throughout the world has affirmed that the most successful entrepreneurs have emerged from despairing beginnings. The fact that they initiated their business ideas despite underprivileged backgrounds and modern challenges demonstrates that they were born as natural entrepreneurs. They did not need to cultivate specific talents to learn how to craft superior business ideas to respond to untapped opportunities. Although founders are anticipated to participate in formal
education (to familiarise themselves with processes to manage their businesses according to international standards), they solely depend on their natural qualities to seriously progress in their ventures. Many people acquire entrepreneurial degrees of different kinds but struggle to grow their businesses even though the prevailing environment may favour them. Natural entrepreneurs remain well-informed in order to take proactive measures to curb the threat directed to the businesses. When the time for growth arrives, they are able to implement apposite growth strategies to take their businesses to higher levels. Before products reach the decline phase, these entrepreneurs manage to come up with innovative concepts to prolong the life of products. They have guts to do the right thing at the right time without waiting for anyone to provide them with advice. They are not confused. These entrepreneurs endorse the emergence of rising entrepreneurs because they are blessed by God (conversely to those who are anointed by forces of darkness).

Entrepreneurs who are made, are more likely to build up their track record as a way to reinforce their decision-making processes. They normally lack guts to take unpopular decisions for fear of being criticised and this leads to their ultimate failure. Some of these groups cannot take decisions before consulting many people to ensure that they are doing the right thing. Due to their vulnerability, they are more likely to grip wrong advice and then regret this at a later stage. These are traits that one will not find among natural entrepreneurs. It can be suggested that natural entrepreneurs may not necessarily be good administrators since their strengths lie in their wisdom. Their strengths lie in the fact that they always do what is right for the business, regardless of whether they have participated in formal education or not. In strengthening administrative issues, they have the advantage to appoint managers who have developed varieties of competencies to implement entrepreneurial concepts.

**Potential barriers to natural entrepreneurs**

Some barriers exist that might diminish the emergence of natural entrepreneurs in realising their God-given talents. Such barriers have caused many countries to fail in addressing their socioeconomic challenges. The reason for this is that true entrepreneurs normally fail to persuade their dreams. There is a need to put greater
effort into ensuring that people who have what it takes to bolster ailing economies are encouraged and not dispirited. A number of barriers that natural entrepreneurs are confronted with, are briefly presented below:

**Poor family background**
One of the most prominent barriers hampering the emergence of natural entrepreneurs is a poor family background. This is because many people judge themselves and probability to succeed based on family circumstances. This means that disappointments incurred by their parents and extended families can be stretched to them. Folks may be critical of themselves by looking at their family members who never achieved anything in life. Globally, many of the world's most successful entrepreneurs were born within poor family backgrounds. Yet they were not disheartened by their surrounding circumstances derailing their ambitions. What is important is the idea that a person can invent to persuade his/her business wishes. Business concepts can be found in all persons of all racial groups. It is stated that people cannot use their poor family background as a barrier to succeed in life because God does not discriminate anyone because of family associations.

**The regulatory environment and government policies**
There is need to strengthen the regulatory responsibilities of various industries to encourage entrepreneurship. National governments can play a central function in constructing policies and programmes suitable for fostering entrepreneurship growth (Naidoo, 2012). This is necessary to address challenges such as ownership, access to opportunities, access to resources and representation. The establishment of regulatory policies to encourage the emergence of disadvantaged entrepreneurs is crucial. This can be achieved if the prevailing environment is favourable for born entrepreneurs to enter without hassles. The lack of appropriate policies to respond to the needs of entrepreneurial culture cannot be taken too lightly.

**Financial and business-related support for entrepreneurs**
Obstacles such as lack of financial and business-related support continue to hinder and frustrate potential entrepreneurs (Preisendorfer, Bezuinhout, Bitz, 2011). Despite the establishment of various public agencies to finance and nurture
emerging entrepreneurs, these agencies fail to cater for entrepreneurs ‘basic needs. Banks are reluctant to lend money to small businesses, and cite small businesses’ failure to raise adequate collateral as justification. In so doing, banks squash the possible emergence of entrepreneurs. This challenge has reached a boiling point where entrepreneurs need to receive unwavering support in launching their business ideas.

**Education and training**
Although natural entrepreneurs can emerge without the need for acquiring education, operational systems used require individuals to develop particular competencies to interact with the rest of business community. The consideration of education in this is highly applauded. Currently, the South African educational system fails to produce graduates with essential skills for intensifying entrepreneurial projects. South African universities run an academic curriculum for teaching entrepreneurship and this practice needs to be reviewed to increase its relevance to the actual entrepreneurial need (Nicolaides, 2011). It is asserted that lack of formal education and training is regarded as a impediment to entrepreneurial activity (Nieman & Nieuwenhuizen, 2009). According to Herrington, *Kew & Kew* (2009), capacity building in black entrepreneurs requires several years of hard work, massive investment in high quality education, and an extended infrastructure.

**Absence of entrepreneurial culture**
Another barrier is the lack of entrepreneurial culture, which plays a crucial position in mandating would-be entrepreneurs to enter business circles. One of the most significant inhibitors to entrepreneurial activity is cultural norms. Values and norms are powerful tools for controlling and directing human behaviour (Mueller & Thomas, 2000). Creating a pro-entrepreneurial culture is of the utmost importance to attract potential entrepreneurs to take a leading role in advancing their inspirations. This is however compromised by the unwillingness of entrepreneurs to know the relevant institutions accessible to them. Worsening this further is entrepreneurs' hesitation to familiarise themselves with government policies that favour them in different sectors of the economy.
Forces of destruction
Another barrier for natural entrepreneurs is the attempt by forces of tribulation to diminish the confidence of would-be entrepreneurs. They can use diverse ammunition to discredit a person so that potential investors are pushed away from financing his/her business ideas. Rivalries can provoke talented people to the extent where they start losing focus. Critics can also use media groups (which are regarded as the best strategy) to nail persons. Since many entrepreneurs possess natural talents, it is unlikely that forces of darkness will attain their desired goals. It is recommended that people do not surrender their ideas when they are being threatened by confused people.

Prominent entrepreneurs
Entrepreneurs who occupy positions as the country’s wealthiest people can become problematic. Some can be so arrogant that they want to forever be superior to others. They have already concluded that they are the beginning and the end. They rely on false prophets to know that they will conquer the world indefinitely. Instead of accommodating upcoming entrepreneurs who are better than themselves in different ways, they may use their own tactics. Their modus operandi clearly demonstrates that they do not trust their own entrepreneurial abilities. They are inspired to remain above everyone as if they will be buried with those billions. People must accept who they are and stop compromising their moral values by trying to eliminate people whom they don’t even know. It is important to stress out that future entrepreneurs will have greater power. This is something for wicked entrepreneurs to accept. They should also free themselves from being trapped in old-fashioned tactics. Because of their inanity, they can even use witchcraft to get to anyone who threatens their position. They like money so much that they forget that when they die they will not be recognised as billionaires when reaching the holy place. We as the children of God do not need to become billionaires or get a doctorate to change our titles. Simply, “we are who we are”. The so-called rich people who go as far as consulting witchcraft to disrupt the blessings of upcoming entrepreneurs, fundamentally illustrate that they have accrued their wealth through malevolent blessings.
Rivalry

Rivalry can also lead to those who are less blessed than born entrepreneurs to instigate conflict. This particularly happens when another person wants to deter the growth of born entrepreneurs. Close allies may stop talking to each other and become foes just because someone does not accept the success of another. They feel bitter when born entrepreneurs start leaving them behind. If situations allow, they are prepared to do whatsoever possible to paint a bad picture of a person (thinking that it will be an endgame). People must understand that blessings cannot be equivalent. Some have seeds that can harvest even in infertile soil. Trying to oppose the will of God for stupid desires will not help them to realise their blessings because they are preoccupied by worrying about the advancement of others. They must stop confusing themselves and start minding their own affairs. This is important because rivalry can also force defeated people to assassinate those who conquered them. Included here are also older people who are jealous of the children of others because their own children have failed miserably.

Critical Analysis

Decades ago, natural or born entrepreneurs managed to thrive without skills to help them to flourish. Today, there is a great need to develop key business skills to ensure that business is conducted properly. This leads to the emergence of professional entrepreneurs who might not be infused with natural talents but rely heavily on their business skills, experiences and established processes to run their businesses efficiently. The propositions that true entrepreneurs are people who are born entrepreneurs remain relevant even in the 21st century, even if many people may contradict this notion. It is perceived that, while true entrepreneurs are born with natural talents, they are expected to acquaint themselves with appropriate skills to succeed in their ventures. One can therefore say that the attainment of an academic qualification is to unlock natural talents that individuals were born with. This notion is usually misunderstood by scholars.

When the so-called made entrepreneur is compared with the born entrepreneur, it is clear that the made entrepreneur is expected to dig deep to build up an entrepreneurial spirit to enforce his or her success. Yet this entrepreneur can hardly
match the creative abilities of the born entrepreneur who goes through entrepreneurial training. Currently, many people enrol at various academic institutions, thinking that they will become successful and wealthy entrepreneurs. Because entrepreneurship is not in their veins it becomes extremely difficult for them to achieve desirable outcomes. They move from one academic institution to the next, thinking that they will finally get the knowledge that will warrant success. Although lack of entrepreneurial education is seen as barrier to unlock the potential of many entrepreneurs, success relies heavily of natural talents and business management skills necessary to operate a business effectively. Born entrepreneurs therefore succeed because of their natural talents while the prevailing business environment necessitates them to acquire specific skills.

This article further asserts that top company executives are regarded more as pure administrators or managers than entrepreneurs. In particular, this pertains to those who have been recruited into the company to implement business strategies for firms founded by natural entrepreneurs. True entrepreneurs in this instance are founders who invented business ideas - not managers who only arrived after the business was established. Although executives have roles to invent growth strategies for businesses that can be considered entrepreneurial-orientated, this article is more concerned with founders of new business ideas. The article reflects that though entrepreneurs are born many obstacles from the prevailing environment are posed to them – to the extent that they fail to reach their desired destination. The deploring challenge is that some gifted entrepreneurs irresponsibly renounce their business dreams. The article contends that born entrepreneurs must not withdraw from their visions and but remain buoyant because the talents they possess are rooted in them.

No single person, no matter how powerful he/she claims to be, can overpower what is meant for them. No force of destruction has the authority to steal their talents in different ways; even if devils utilise various tactics, they are deemed for big disappointment. Perpetrators swayed by jealous and racial hatred would always do everything in their power to pervert their focus. These individuals do not understand that born entrepreneurs will preserve their talents for the rest of their lives because their talents are not contained in their academic qualifications. It is important that
people do not undermine themselves because their talents might go down to the drain if they charm forces of destruction.

**Conclusion**

Despite modern approaches to identify upcoming entrepreneurs, this article claims that successful entrepreneurs are born. Entrepreneurial education has received substantial attention to develop professional entrepreneurs and managers. Nevertheless, it has come to the fore that entrepreneurship education has little to do with a person who eventually becomes a founder of unique business ideas. It rather helps would-be entrepreneurs to acquaint themselves with managerial skills when employing their business thoughts. This article also contests that executives who were elevated to high positions through academic processes are not really entrepreneurs. These CEOs’ roles of operating existing companies were in fact founded by a born or natural entrepreneur. The prevailing complex and ever-changing business environment enforces modern businesses to recruit nurtured individuals.

The article also exposes that, despite being born as entrepreneurs, would-be entrepreneurs are required to develop relevant skills to make business operations more efficient. This is always misinterpreted by professional entrepreneurs and scholars who claim that they can nurture someone to become a successful entrepreneur. How can they manage to make someone a successful entrepreneur while they remain deprived? This notion is highly disputed in this article because there are many qualified people who think that acquiring a qualification is a passport to prosperity. These people may try to start new businesses and then fail dismally because they lack unique ideas. On the other hand, there are those who lack strong educational backgrounds but are trendsetters. Many of the so-called qualified entrepreneurs cannot create unique business ideas. This consolidates the argument that successful entrepreneurs are made.

Another finding is that people think they have abilities to hamper the success of born entrepreneurs. They forget that entrepreneurial talent is imbedded in their veins. It is very difficult for perpetrators to spoil the vision of such individuals. These individuals
involve themselves in something that may be damaging because they might have conducted their deeds in secret. They think no one is aware of their conduct. This includes people who have been entrusted with the power to rule over ordinary citizens. They do this to the extent where they end up abusing their power, thereby targeting entrepreneurs who have done nothing to them. Is it a power to abuse state resources to distract the future of people? Is it a power to practice witchcraft to distract innocent people? Is it a power to spread false accusations against people? Is it a power to abuse media to spread deceits? Is it a power for prominent entrepreneurs to use witchcraft to nail upcoming entrepreneurs? These happenings clearly show that something must be done to defeat the devil that is starting to take its toll in our lifetime.

**Recommendations**

Born entrepreneurs can be distorted by a number of factors to finally implement their entrepreneurial concepts. These barriers can be deliberate, or they can unfold from the prevailing entrepreneurial environment. It is of the utmost importance that entrepreneurs remain upbeat, despite diverse challenges. In a very vulnerable environment, would-be entrepreneurs could be agitated by disruptive detractors that want to stop their success. Based on this article, a number of major key recommendations can be instituted to transform the mind-set of people who believe they can dissuade the destination of born entrepreneurs. These recommendations, among other things, include the following:

**Born entrepreneurs do not necessarily need qualifications to come up with unique business ideas**

The misconception about the acquisition of higher academic degrees to become entrepreneurs is regrettable. Since this article argues that successful entrepreneurs are born and not made, their success in business ventures is not directly linked to obtaining theoretical qualifications. Although academic learning is endorsed because of complex business operational systems, the invention of a unique business idea to match an opportunity has little to do with attaining a qualification. Because of being misinformed, thousands of folks who acquired multiple academic degrees think that they will prosper even though they do not possess entrepreneurial qualities. They
later realise that they have been deceived to believe that academics can turn themselves into successful entrepreneurs. It is argued that successful entrepreneurs are born and that undertaking academic learning only revolutionises a person with protocols crucial for executing business ideas. It is recommended that born entrepreneurs are not barricaded to launch their business ideas because they do not have specific qualifications. These entrepreneurs must know that their talents are natural and embedded in their entrepreneurial spirit. This is important because many people born with traits of true entrepreneurs persist to undercut their potential to flourish.

*People must not use their poor family backgrounds as barriers to becoming entrepreneurs.*

One of the foremost motives why people do not unleash their entrepreneurial abilities is because of their family backgrounds. The absence of role models within families can act as a principal barrier to pursue a business idea. This is largely because entrepreneurs need motivation during early stages of business development. Due to poor family backgrounds, would-be entrepreneurs often develop fear to failure. This can lead to him or her surrendering his or her visions. A belief in oneself, despite despairing family backgrounds will attest the quality of natural entrepreneurs to prosper beyond staying confined by circumstances. Because the abilities of creativity and innovation have little to do with family background, entrepreneurs are challenged to retreat from being negative about their potential and to stick to their guts. Although they may be neglected by people who measure them because of their family backgrounds, they must know that God is the one who will determine their destination. They need to know that no living human being on earth has the authority to curtail their vision. It is thus highly recommended that potential entrepreneurs be vigilant and avoid using poor family backgrounds as a hindrance to attain their visions. They must know that most successful entrepreneurs often emerge from poor family backgrounds. They must also know that, throughout their struggle to become entrepreneurs, they will be confronted with strong resistance intended to mislead them from focusing on what is meant for them.
There is a great need to ensure that entrepreneurial culture is widely recognised so as to attract talents that go unnoticed

The extent of entrepreneurial activity primarily determines the prevalence of a entrepreneurship culture in different countries. The most developed countries have established favourable entrepreneurial policies to encourage the emergence of entrepreneurs. These countries make it very sensible to attract potential entrepreneurs. In countries where entrepreneurial activities are minimal, this is largely associated to a depleting entrepreneurial culture. This culture is widely recognised among citizens – to the extent that they become too idle to innovate or create business concepts to overpower existing products in the market. To a greater extent, a disappointing culture of entrepreneurship also contributes immensely in deepening poverty levels, because countries do not produce enough products to create sustainable employment for ordinary people. This is why this article argues that instilling an entrepreneurial culture is crucial to create a platform for natural entrepreneurs to execute their business talents.

Potential entrepreneurs need to familiarise themselves with entrepreneurial policies

Globally, many governments have created enabling environments to make it practical for potential entrepreneurs to prosper. This is further advanced by introducing pro-entrepreneurial policies by various governments. It is implied that entrepreneurs familiarise themselves with pro-entrepreneurial policies within their countries. Entrepreneurs can also attend courses to update them on economic development policies to bolster entrepreneurial culture in countries. These may include capacity building institutions and financial institutions among other things. These bodies are very important, because at a particular stage, entrepreneurs may need to develop a credible business plan and/or apply for a loan from a financial institution. This illustration asserts that potential entrepreneurs need time to identify institutions that can support them. It is extremely difficult to operate in a vacuum and to succeed because of the complex nature of entrepreneurs today. Because of ignorance, many talented entrepreneurs go undetected as they fail to utilise the available opportunities presented by public or private bodies.
Born entrepreneurs are encouraged to stay focussed when they are provoked by forces of darkness
Since born entrepreneurs are blessed by God, they are expected to face demolition by forces of darkness. The intention of these forces is to destruct without gaining any valuable rewards for the effort. They have been anointed by Satan to come to the earth and to alter the blessings that the Creator of the universe and the earth has given to His children. Because these forces of shame do not want to see the success of another person, they can be very cruel – to the extent that they can even commit murder to annul a person. This occurrence is prevalent, especially in countries where there are high levels of witchcraft practices. The forces of evil must know that they have limited power and that their power is deemed for failure. Entrepreneurs must record that being attacked from different angles are indeed the tactics that the devil institutes to distract their concentration. They must not easily be carried away by endeavours to disgrace them. They must not give up their vision of being entrepreneurs. The good thing about it all is that there is no plan that will succeed if God is in their favour.

References


Appendix 1(a): Deceptive culture among tried and untried entrepreneurs

"Do not keep taking so proudly or let your mouth speak such arrogance, for the Lord is a God who known and by him deeds are weighted (1 Samuel 2:3)

Appendix 1(a): Exaggerating academic credentials by made entrepreneurs

Appendix 1(b): Misleading learners by intellectuals
Appendix 1(c): Family background as a barrier to entrepreneurial culture

A man’s pride brings him low, but a man of lowly spirit gains honour (Proverbs 29:23).

Appendix 1(d): Blind dreamers within academic circles
"A stingy man is eager to get rich and is unaware that poverty awaits him (Proverbs 28:22)"

"A rich man may be wise in his own eyes, but a poor man who has discernment sees through him (Proverbs 28:11)"

"Better a little with righteousness than much gain with injustice (Proverbs 16:8)"

"A faithful man will be richly blessed, but one eager to get rich will not go unpunished (Proverbs 28:20)"

Appendix 1(e): Resistance to change by monopoly capitalists