





Overview

http://video.hbs.edu/videotools/play?clip=sharpe_extrusion_full

- General Electric
- Other work experience
- Lessons learned
- Looking for business to buy
- Buying Press Alloys
- Business Plan



1. What personal and experiential characteristics make Jim Sharpe well suited to be an entrepreneur? What personal and experiential characteristics make you well suited to be an entrepreneur?



Personal

- Determination/drive
- Had passion
- Learned from mistakes
- Competitive
- Charisma

Experiential

- Worked many jobs
- Seen many management styles
- Was able to make mistakes
- Responsible for money/people
- Attended college



- Attended college

We have:

- College experience
- Passion for future ventures
- Work experience
- Networking skills
- A mentor



2. Jim uses the term “professional manager.” How would you describe a “professional manager?” What are the differences between a “professional manager” and an “entrepreneur?”



Professional manager:

- Not having ownership
- Works for the betterment of themselves
- Follow guidelines
- Meeting quotas
- Answers to higher ups
- Allowed to make mistakes
- Manages their own small section
- Sometimes reluctant to fire employees

