



# Entrepreneurial StrengthsFinder

*Jim Clifton , Sangeeta Bharadwaj Badal*

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A tool to help mentors, coaches, investors, and entrepreneurs find, engage, and develop the unsung heroes of the global economy.

Who has the most innate talent for building and sustaining a business? How can we find these people who are so crucial to the future of the American and global economy? What are the personality characteristics and behaviors that lead to venture formation and success? *Entrepreneurial StrengthsFinder* delves into the psychology of the entrepreneur. Gallup research shows that decisions and actions influenced by the personality of the entrepreneur impact the survival and growth of any venture. Gallup Chairman Jim Clifton, author of *The Coming Jobs War*, trumpets the essential role entrepreneurs play in reviving the American and global economy, and Sangeeta Bharadwaj Badal, primary researcher for Gallup's Entrepreneurship and Job Creation initiative, spells out the ten demands of great entrepreneurs, including Know Your Personal Brand and Take on Challenges. With strategies and action items for building successful ventures, the book also features an online test that measures readers' entrepreneurial potential.

## Entrepreneurial StrengthsFinder Details

Date : Published June 10th 2014 by Gallup Press

ISBN : 9781595620286

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Format : Hardcover 176 pages

Genre : Business, Entrepreneurship, Nonfiction, Self Help, Personal Development

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## **From Reader Review Entrepreneurial StrengthsFinder for online ebook**

### **Jessica says**

Very interesting opening about innovators (thinkers) vs. entrepreneurs (doers). Quick read. I checked this book out at a library, so I didn't have access to the online assessment.

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### **Sandeep Gautam says**

a small, concise book; but a good guide to understanding the EP10.

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### **Chinarut Ruanghotvit says**

I got a lot of benefit from StrengthsFinder 2.0 over the course of a year and a Gallup-certified strengths coach recommended I look into the EP10. I agree with others that the results are not so "mind blowing" as you might find Strengths Finder. At the end of the day, it took a few months for the key suggestion to really sink in - in my case, to refocus on my personal branding - turns out this hit the nail on the head and was able to monetize my personal brand I developed through Business Model You fairly quickly so this was a pleasant surprise. I dock a star because Gallup decided to reformat the report and I can't say I'm a big fan of the new b&w format - in particular, the new report was missing the piece of coaching that made the EP10 worthwhile for me! The new format just seems a lot more sparse and less sophisticated (and for those of you who know how detailed and in-depth the Strengths Finder report is, prepare to be underwhelmed). That said, I still recommend the assessment, it came in really handy while sitting down with a career coach because I was able to validate his observations by sharing my EP10 results. I really look forward to seeing this part of Gallup expand as this part of the movement grows.

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### **Ryan Barretto says**

A good insight on the traits of an entrepreneur with the Strengthsfinder for Entrepreneurs.

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### **Dr. Chad Newton, PhD-HRD says**

Overall, this book contained informal descriptions with subjective arguments for a particular paradigm. Although some terms of industrial psychology emerged, the writers used "you" statements without carefully addressing who the intended audience was. Therefore, I recommend an edited version with more APA-formality in order to minimize confusion about audience, narrative meanings, and intended points of emphasis.

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## **H.frietze says**

DELEGATOR - RELATIONSHIPS

Shared with DATOHE AND NECASM

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## **Walter Oh says**

Great opening about entrepreneurship and the economy plus the ability to systemize the skills through a framework. The rest is in the online quiz attached. A book to be referred to occasionally.

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## **Beck says**

The actual content of this book could fit on the front and back of a single piece of notebook paper. In summary: entrepreneurs are what drives a countries economy, so we should identify people with the innate skill of being an entrepreneur early, the same way we test for high IQ in grade school.

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## **Aaron Davis says**

A great quick read with lots of nice highlights on skills that you may have, how you can better them, and help you define which skills you might be lacking. Includes a nice introduction by Jim Clifton about the importance of finding and empowering youth who have these desirable entrepreneurial skills and the importance of entrepreneurs in building a strong economy.

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## **Tony Bradshaw says**

There are some great quotes in this book, and I was surprised by the target audience: City Leaders! Then the second half seemed to be targeted at young professionals to get them to have the traits of an entrepreneur. Not what I expected from this book.

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## **Matt Sternisha says**

This book started off with a promising opening, but after the initial chapters it failed to offer any tangible advice and generally only offered very cliché recommendations. It was neat that you get the opportunity to take a self-assessment to better understand your entrepreneurial strengths, but overall it seemed more theoretical and less practical. I did really like the quotes and excerpts from current business leaders which exemplified each strength discussed. But again, overall it seems that this book lack a certain practicality in the application of its points. I would likely not recommend this book.

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### **Vernée Norman says**

I borrowed this from a friend and am glad I did--it's not worth \$30. As other reviewers mentioned, there's nothing particularly mind blowing about the content. The information about the 10 Strengths was okay but there was a lack of diversity among the successful entrepreneurs they featured. It was a quick and easy read but I probably wouldn't revisit it in the future.

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### **Jennifer says**

#### **Informative**

Easy to read and descriptions of the various types was useful. Also enjoyed the quotes from company leaders. I recommend this book.

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### **Amanda Huber says**

This book is meant for those just beginning their entrepreneur careers. The beginning has some good content and the test at the end gives you more clarity in where your strengths are and how to use them. I will be referring back to this book now and then as a reminder of my strengths and what to focus on.

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### **Meredith says**

A somewhat interesting little book. It comes with a code so you can go online and assess your strengths in 10 entrepreneurial qualities. It then explains the pros and cons of those strengths and how best to use them to achieve your business goals. It's a quick read and one would easily be able to go back and re-reference the skills to see how one can improve. A good peruse for those interested in beginning and running their own businesses - not so much as to the practicalities of how to set up a business, but how to act in order to be successful. Not really something that interests me, but sometimes I like to read books in order to find ways to improve my skill set.

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