



# IDENTIFYING AND SUPPORTING ENTREPRENEURIAL TALENT

FEBRUARY 2015

# THE STATE OF THE GLOBAL WORKPLACE



7 billion citizens

5 billion 15+ years old

3 billion want to work

1.2 billion with jobs

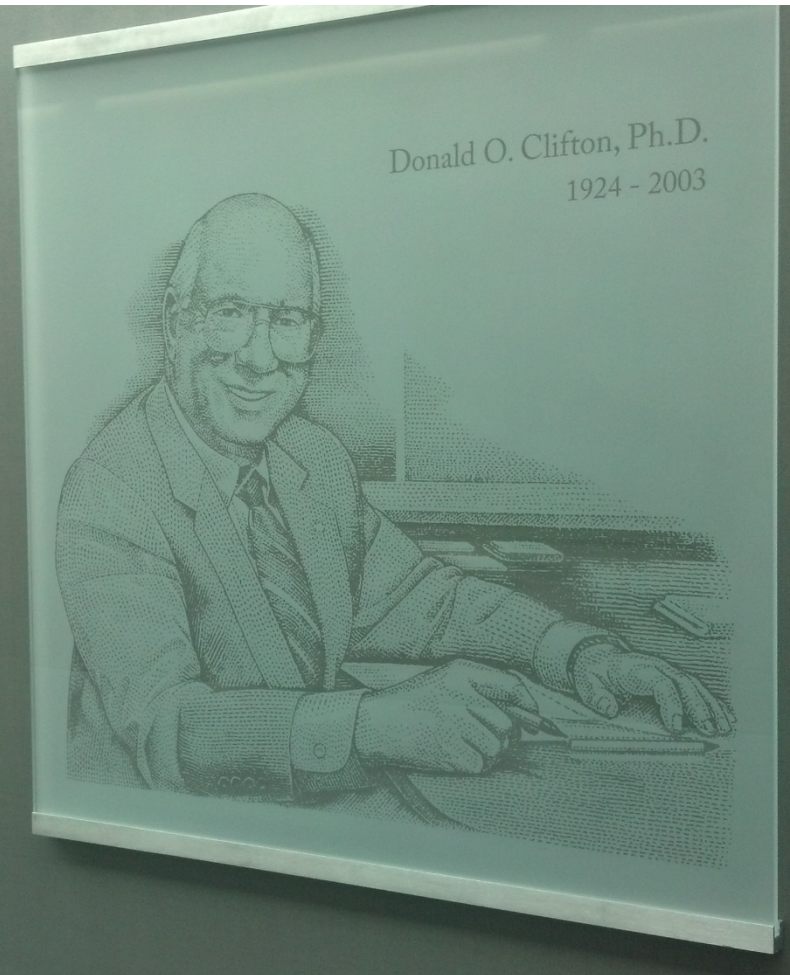
1.8 billion good jobs wanted

# FUELING THE GENERATOR OF JOBS

- Approximately 50% new jobs from startups
- Remaining new jobs come from “small business”
- Big business job creation is zero because they tend to acquire competitors, cut staff, reduce workforce or move companies outside the country
- Economic Ecosystem is 100% dependent on startups and small business to create and sustain job creation
- For the first time in 35 years, American business deaths outnumber business births.
- 400,000 new businesses are being born annually nationwide, while 470,000 per year are dying.

# A DIFFERENT PERSPECTIVE

"What would happen if we  
studied what is right with  
people versus what is wrong  
with people?"



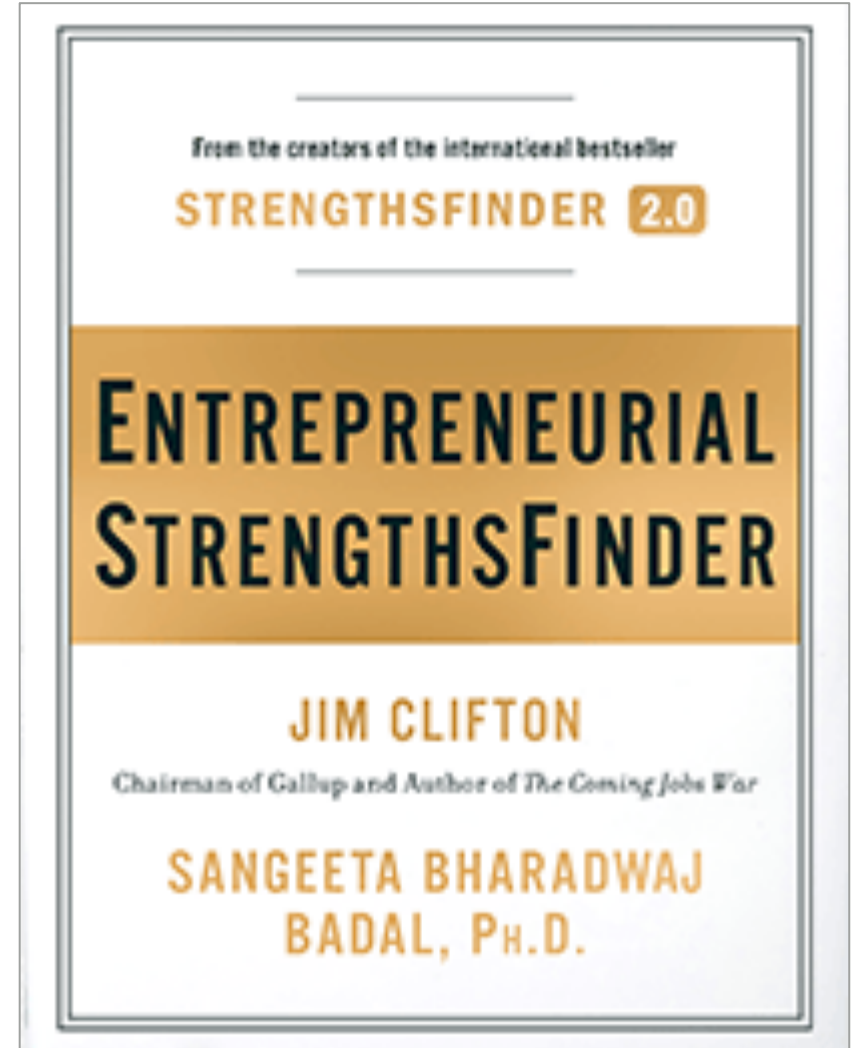
# 3 ENDURING FACTS ABOUT TOP PERFORMERS

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- 1 Have Right Talent
  - 2 Well Supported
  - 3 Play to Strengths

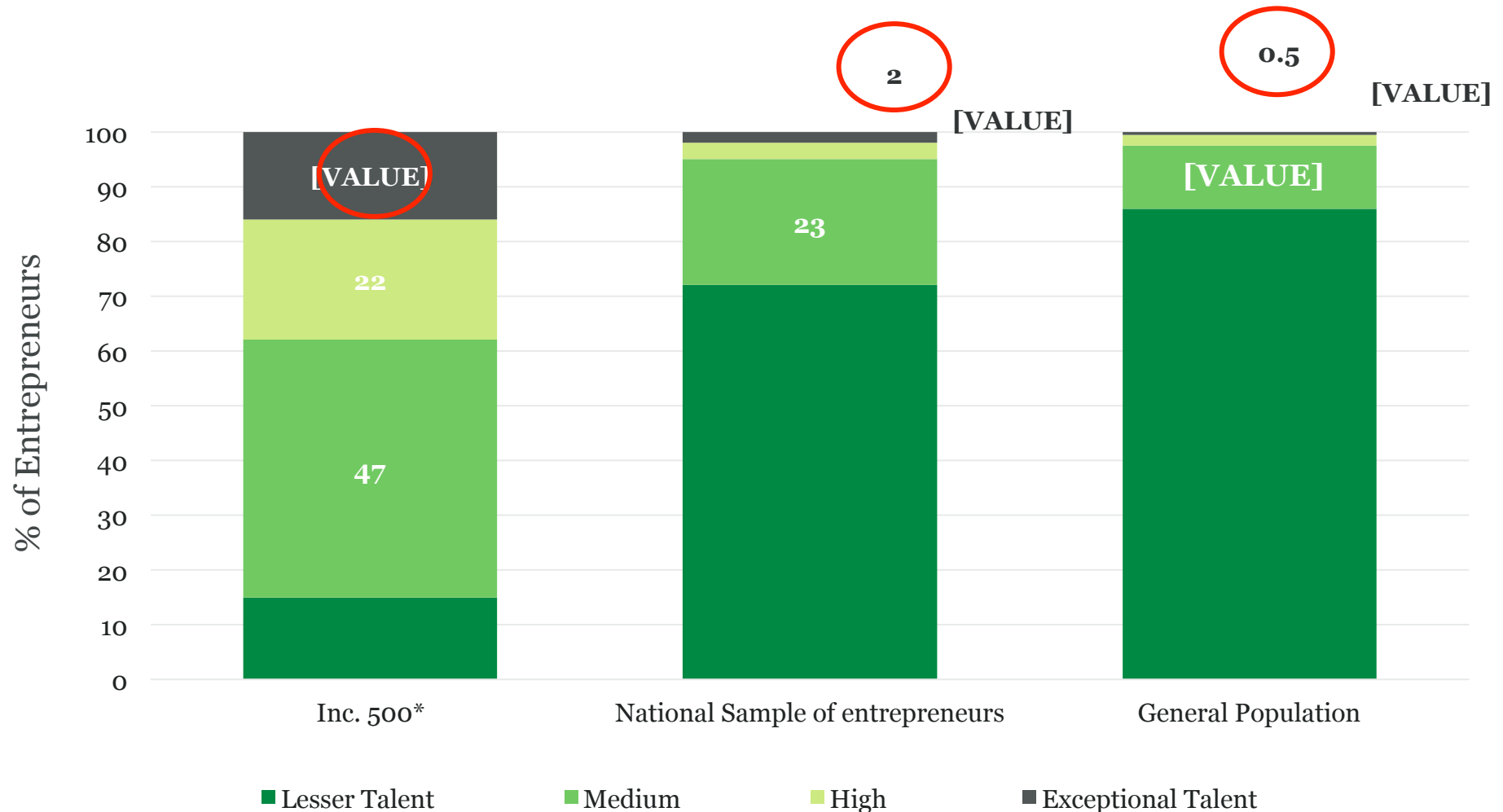




# ENTREPRENEURIAL STRENGTHS



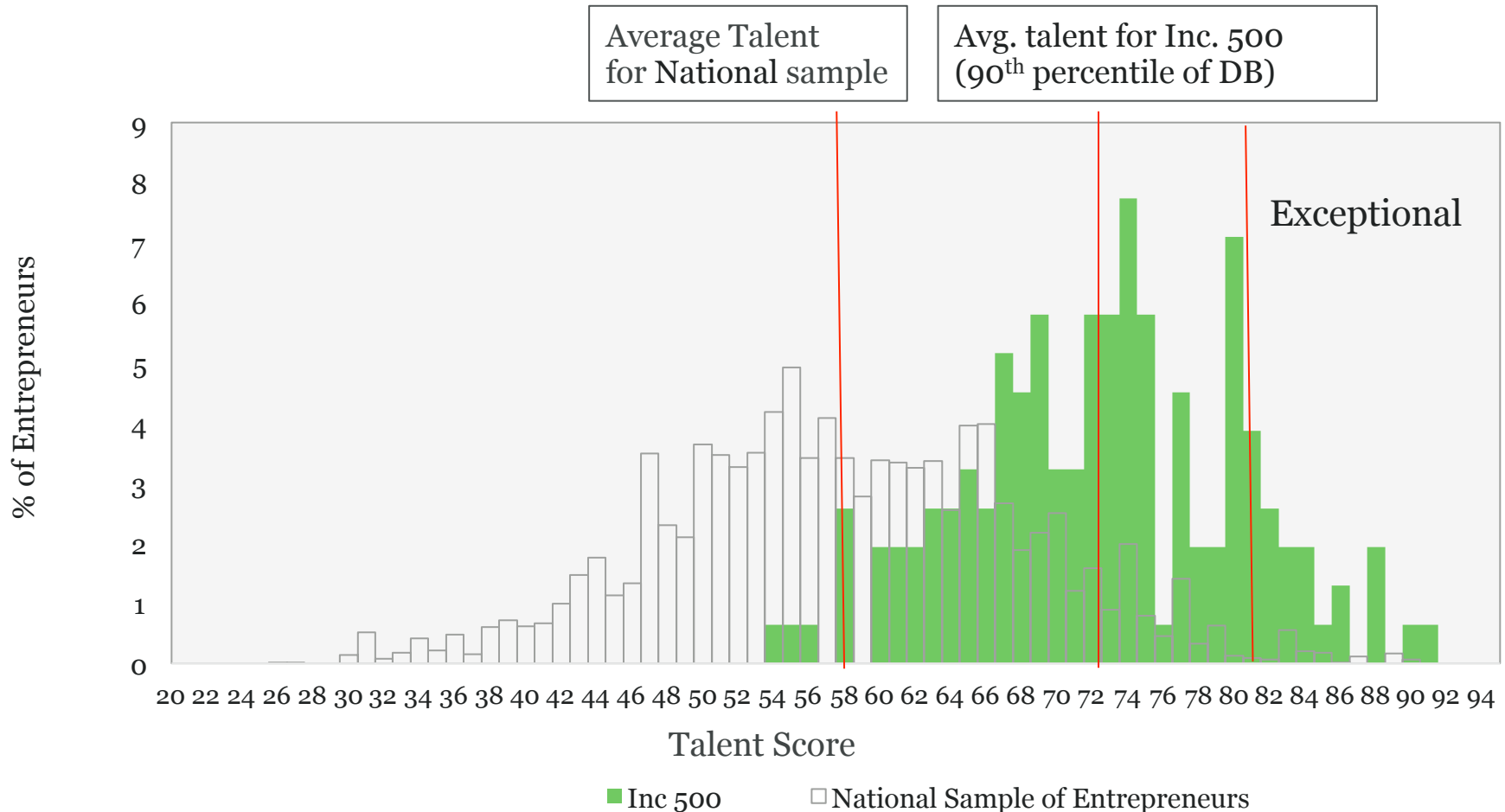
# LEVELS OF ENTREPRENEURIAL TALENT



\*Note: This analysis is based on the 155 entrepreneurs from the Inc.500 who took the Gallup Entrepreneurial StrengthsFinder®

# OVERALL DISTRIBUTION OF TALENT

## Inc 500 vs. the National Sample of Entrepreneurs



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# CREATING AN ENTREPRENEURIAL ECOSYSTEM

- **Identify Talent:** Highly talented students are three times more likely to start a business
- **Foster the Talent:** Students who have access to training and education about starting a business are twice as likely to plan to start a business
- **Create the right environment:** If your country is business-friendly, it doubles the odds of someone starting a business
- **Nurturing Partnership:** Students who have a likely business partner are three times more likely to start a business

**THANK YOU**