

**Entrepreneurship in Dentistry: Moshi K. Ntabaye: Engenderhealth,
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An entrepreneur

An entrepreneur can be defined as someone who innovates, invests and takes risks. Furthermore, an entrepreneur is someone who always searches for change, responds to it and exploits it as an opportunity, or men of action who possess the ability to inspire others and do not accept the boundaries of structured situations

Entrepreneurship

The essence of entrepreneurship lies in the perception and exploitation of new opportunities. It always has to do with bringing about a different use of resources. Entrepreneurship is the process of creating something different with value by devoting the necessary time and efforts, assuming the accompanying financial, psychic, and social risks, and receiving rewards of monetary and personal satisfaction and independence

Entrepreneurial behaviour is opportunistic, value-driven, value adding, risk accepting, creative activity where ideas take the form of organizational birth, growth, or transformation.

Influences on entrepreneurial behaviour are; psychological explanations, sociological explanations, socio-economic background factors and environment factors.

Interaction among the influences on entrepreneurial behaviour result into a need for achievement, that is, the desire to do well for the sake of an inner feeling of personal accomplishment.

Locus of control: the extent to which people believe that they control their own destinies

On the other hand, according to a psychodynamic model; an entrepreneur is defined as a "deviant", non conformist person.

Assessment of general enterprising tendencies (GET)

GET is defined as the extent to which an individual has a tendency to set up and run

projects. People with these tendencies, believe that they can act on or interact with their environment, are sensitive to opportunities and needs, they can set goals and make plans to realize ideas, are predisposed to persevere, are self-reliant and maintain their motivation. They take calculated risks to facilitate the implementation of plans.

Challenges and Risks faced by entrepreneurs

The challenges faced by entrepreneurs include; uncertainty and sometimes a sense of isolation. Other challenges include:

They risk their own money

They must find customers to survive

They organize their own work

Are vulnerable to economic change

Have income that varies with market success,

Make all the final decisions,

Need a wide range of management skills,

Handle diverse activities at the same time,

Depend on their own ability to market and sell,

Work longer hours....at least at first, and

Are open to change as a necessity of existence.

Sources of Risks of entrepreneurs:

The sources of risks of entrepreneurs are; lack of experience, unfamiliarity with business know how, imperfect information about markets and lack of funds to buy commodities

Self employment as a career in dentistry

Employment in the formal sector is limited! It is coupled with low salaries in the formal sector. Other challenges of government employment include being posted to a district/region "you do not like" as well as social obligations, for example marriage, parenting, etc

Opportunities for self employment in dentistry

The opportunities for self employment may be;

Solo dental practice,

Group dental practice,

Consultancy,

Retail shops for dental materials and equipment and

Retail shop for medical supplies

Personal experience with self employment in dentistry

My personal experience with self employment in dentistry is of short duration. I closed my dental clinic because of the inadequate time I had to work at the clinic. Besides, the income was equal to operating costs (no profit), probably because of limited range of services/procedures that I could offer. Therefore, job satisfaction was questionable.

In summary, entrepreneurs are:

- achievement oriented
- hard working
- non-conformist
- strong leader

- tough minded
- self-confident
- risk-takers
- flexible
- goal-setter
- enthusiastic
- optimistic
- resourceful
- independent

For more information and guidance on entrepreneurship, contact:

University of Dar es Salaam

Entrepreneurship Centre

Faculty of Commerce and Management Building

Room 312 <http://udec.udsm.ac.tz>

*Attending a wedding for the first time, a little girl whispered to her: mother:
"Why is the bride dressed in white?"*

"Because white is the color of happiness, and today is the happiest day of her life," her mother explained, keeping it simple.

The child thought for a moment and asked: "So why is the groom wearing black"

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