An examination of the perceptions of entrepreneurs in Hong Kong: An insight into personal success through business activities.

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DECLARATION

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I declare that, to the best of my knowledge and belief, this dissertation is my own work, all sources have been properly acknowledged, and the dissertation contains no plagiarism.

I hereby certify that the work embodied in this dissertation project is the result of original research and has not been submitted for a higher degree to any other University or Institution.

Perry Ho

Perry Po Kee Ho
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ABSTRACT

Hong Kong is seen as a world leader in building and developing its economy and entrepreneurs have a unique status in Hong Kong. These entrepreneurs constitute a majority of businesses and employ a significant part of the population and thus are vital for the economy of Hong Kong. This dissertation looks into and studies this phenomenon to evaluate the various components of the success of these entrepreneurs and to draw conclusions that will benefit the educators, the legislators as well as the new entrants wishing to become entrepreneurs.

Most of the available literature on this topic of entrepreneurship treats the subject without specifics so that not much is revealed about the psyche of the Hong Kong entrepreneurs. This research includes interviewing seven successful Hong Kong entrepreneurs and attempts to find their reasons for success.

In accordance with Digman’s (1990) conceptualization of entrepreneurial traits the seven candidates also show their perceptions and achievements of success based on sociability, agreeableness, conscientiousness, emotional stability and openness to experience. It can be found that each may demonstrate some factors of success, but that each perceptions of success is different, as is their sense of achievement, showing that the personal perceptions of success of the Hong Kong Entrepreneur are wide and varied.

It has been found that the main source of entrepreneurial success in Hong Kong is of very complex origin. While the normal rules of sound business principles, as found in the Western business world, are a necessity, a large part of the success is attributed to exceptional leadership qualities. Leadership in the East has connotations of deep respect for all sections of the society and based on Confucian principles of kindness and contributions quite different from that of the West. The Hong Kong entrepreneur seems to succeed when they are able to blend the best qualities of the East and the West. Based on the research outcomes, the PAST model has been developed to assist Hong Kong Entrepreneurs of the future.