

Title of Thesis	Study of Entrepreneurial Process On Local Entrepreneurs Using Timmons Model
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ABSTRACT

Entrepreneurial processes are complex and non-linear process that need decisive decision criteria. Start-up entrepreneurs often make mistake when evaluating and analyze opportunity of business that resulted in failure and losses in monetary and emotional cost. It required a degree of predictive judgement based on experience of entrepreneurs. The wrong judgement could lead to the failure of venture or under-perform. Common misconceptions are that they first need to have all resources in one place, especially money. Moreover, when it came to resources, bare minimal requirement for new venture are critical factors as the entrepreneurs often make mistake on handling resources. Much less, it is often occurs that entrepreneurs ran out of cash during the critical moment. In addition, the founding team are very important as they providing leadership and manage resources in effective manners. However, it is often that entrepreneurs pick the wrong team player as result in great losses.

Therefore, this study is aimed to motivate decisive action and provide people or students or entrepreneurs a competitive advantaged into their first or current venture. The start-up ventures need valuable knowledge on business and management. This is includes the influences of entrepreneurs towards the start-up venture. The important of gaining access and evaluating the opportunity are critical decision to make. The start-up venture need minimal financial to test out the market condition and analyze the best approach for new venture. Founding team are the critical factors as they help the venture to stable and grow steadily in the market. Lastly, the priority of the factors on Timmons model as to investigate the differences of entrepreneurial process between local entrepreneur in Miri city and critical factors.

The method to collect the data during investigation is qualitative data research. In this qualitative method, the researcher interview fifteen respondents and taking responses on the field notes. The analysis of the data is by analysing QDA or Qualitative Data Approaches. The findings of the analysis found that the entrepreneurial process of respondents in Miri city are not compatible or irrelevant with the theory states by Timmons model and meet the other objectives.