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Fear an impediment to progress - Mengi

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By Judica Tarimo

Many prospective entrepreneurs fail to realise their development dreams because of fear, IPP Executive Chairman, Reginald Mengi said yesterday in Dar es Salaam.

The IPP chief was speaking at a luncheon he hosted for a group of students from the Institute of Leadership Advancement at the University of Georgia.

The group is part of 36 students from the same university currently in Tanzania to share experiences on economic, social and cultural issues.

"Fear is the greatest enemy to progressive entrepreneurship. Some people fail even before starting establishments because of fear," said Mengi.

Mengi said development of an entrepreneurial culture is hampered by fear and wrong perceptions that old-aged persons cannot do business.

"First of all, you need to understand the direction of where you are going. Then organize friendships and think big," he counselled.

He told the US based university students to do away with fear in their general operations and adopt focused approach to succeed in business-related activities.

"It's impossible to realise fast growth in business-related or any other activities if you think small. You have to think big; that's the only way to rise up faster and achieve your goals," he said.

As entrepreneurs, he said, they need to open up their eyes in the course of searching for opportunities and grab them quickly without delays.

"You also need to produce quality products for poor and rich market segments and avoid being biased," Mengi observed.

He cautioned university students to avoid concentrating much on problems, but turn the same into challenges if they want to attain meaningful development in their lives.

"The best way to overcome problems and subsequently realize development in our lives is to treat them as challenges rather than problems," said Mengi.

He seized the opportunity to ask US students to come forward and invest in potential sectors mining and tourism. "We have a stable political system and situation that encourage investments undertaking by foreigners and local people alike," he noted.

A lecturer at the university, Lioba Moshi, who is Tanzanian, said the university's Institute of Leadership Advancement prepares students to become world leaders.

"The interactions and exchanges we have had with you (Mengi) will build competence of these students on various issues.

We have gained a lot from your detailed analysis of economic, business and related issues," concluded Moshi.

▶ SOURCE: GUARDIAN

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