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BIBLICAL ENTREPRENEURSHIP TRAINING RESOURCES

PRINCIPLES OF BIBLICAL ENTREPRENEURSHIP

4TH
EDITION



**BIBLICAL
ENTREPRENEURSHIP I**
Principles

STUDENT EDITION

NEHEMIAH PROJECT INTERNATIONAL MINISTRIES
Patrice Tsague

BIBLICAL ENTREPRENEURSHIP TRAINING RESOURCES

4TH EDITION

BE I

PRINCIPLES
OF
BIBLICAL
ENTREPRENEURSHIP

PATRICE TSAGUE

STUDENT WORKBOOK

Nehemiah Project International Ministries



PRINCIPLES OF BIBLICAL ENTREPRENEURSHIP STUDENT WORKBOOK

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BE CERTIFICATE TRAINING ENDORSEMENTS AND TESTIMONIES

There is a clear revelatory grace that makes this material extremely distinctive! The scriptures are loaded with applications for conducting business the way God intends. NPIM unzips these concepts in a concise and profound way.

—PASTOR TERRY WAYNE MILLENDER

Transformation of communities begins with people, and the economies of emerging nations need strong, honest entrepreneurs. No where else have I found such solid biblical teaching for entrepreneurs that can work with our teams internationally to bring people into a biblical mindset for business. I hope for Bajalia Trading Company to be partnering with Nehemiah Project for many years to come, as we begin and grow sustainable, profitable, businesses. Thank you, Patrice and Gina, for your work.

—DEBBIE FARAH

CEO-Founder, Bajalia Trading Company

The best one-word description I can think of to describe Nehemiah Project's BE curriculum is transformational. Unfortunately, nearly 100% of our training about money and operating a business has come from the world's perspective – a perspective that seems to always be in opposition to God's perspective. As a result, I do not believe a Christian business person can possibly become a Biblical Entrepreneur without incorporating the principles embedded in the BE course(s) into their life and business.

—ART ALLY

President, The Timothy Plan

The information gathered indicated that BE I (Principles of Biblical Entrepreneurship) is where transformation of individuals take place. As a result of BE I, participants were able to discern their specific calling and fulfillment in life and in business. Others were able to get closer to the Lord as a result of taking this class - their minds and thoughts were renewed.

—REGENT CENTER FOR ENTREPRENEURSHIP

Having already started my company before taking the classes, I must admit that I was challenged in the way I was doing business. However, the classes equipped me with biblically based methods and principles that ... will produce my hearts desire; a company that would glorify God.

—ULYSSES & YVONNE REED

Broker and Stewards of Promise Land Realty, Prince Georgia County, MD

No other accomplishment in life have I been more proud of than when I finished the BE III program with a completed business plan for God's plan in my life. No degrees which I have earned can compare to that experience. However, the richest reward through my associations and fellowships with the Tsagues (founders of this ministry) has been in learning how Christ desires to use His servants and establish an inner peace through the tests and trials of the journey.

—KRISTIE WEAVER

KrisAdora Consulting, Alexandria, VA

The Biblical Entrepreneurship's commitment to the truth of God's Word is undeniably deep.

—HOWARD OLSEN, PH.D., CPA

President, M3 Planning Inc.

Through the ministry of NPIM, many current and aspiring business people (to their surprise) have developed a much closer relationship with the Lord. Many of the testimonies we received are about their established and/or improved relationship with Jesus Christ.

—TYRONE GRIGSBY
Legacy Partner and Advisor

Here is a most remarkable young man who brought business to life for me. I first met Patrice Tsague and his wife, Gina, at a church-sponsored program on managing your money. Patrice shared his wilderness experience with money based on his upbringing. His mother had been the financial backbone of his family until he realized that he had to assume responsibility for his family and utilize the gifts and talents God had given him. My next encounter was the announcement of a biblically-based business training program...a most intriguing concept to me. What has God got to do with business? It turned out to be the most fascinating, eye-opening experience I had ever had. I learned that my gifts and talents come from God, and that He expects me to use them to provide for the needs of His people (the entire world). It is the least that I can do for Him. I have stewardship over my business. The business belongs to God and I am responsible to Him to make a profit. It was overwhelming. Nehemiah Project International is both a ministry and a business. God has used Patrice and Gina to do a good work in many of us who have benefited not only from the classes, but from his business coaching program as well. Now I run a successful business that serves the needs of the people in a way that glorifies the One who gave me the ability to do it. You can only grow in your understanding of God's plan for business by reading this book. There is no other option.

—JESSICA HAYNES FRANKLIN
Haynes Enterprises Consulting Services, Inc. | Biblical Entrepreneur Graduate

Biblical Entrepreneurship is a true tour de force. It is a must in your education in order to have a proper kingdom world view—no matter your background (secular or ministerial) or business experience. This program is an effective tool for learning to do business God's way.

—JOHN P. KELLY
CEO of ICWBF (International Christian WealthBuildersSM Foundation)
CEO of LEAD (Leadership Education for Apostolic Development)

There is much written about a biblical perspective toward business and there are volumes of articles and information on how to run a successful business. The Nehemiah Project's BE training material is an excellent integration of practical business training and biblical basis for the values and ethics of managing a business on a day-to-day basis. I encourage every Kingdom business person to consider taking these courses to gain a clearer view of how God looks at the business calling and how it relates to His Kingdom on earth.

—AL CAPERNA
CEO, CMC Group | Director, call2all Business Track

I would highly recommend anyone whose calling is to impact the marketplace to immediately enroll into Biblical Entrepreneurship. It will change your life, forever.

—DR. ROBERT WATKINS
Chairman, Kings & Priests International

THANK YOU

Brother Patrice and Sister Gina Tsague would like to especially thank their Lord and Savior Jesus Christ, their families, the Tyrone Grigsby family, Pastor John Cherry and the From the Heart Church Ministries family. Also, Pastor Robert Williams and the St. Paul family, Bishop Darlington Johnson and the Bethel World Outreach family, Pastor and Mrs. Charles Wesley, Mr. and Mrs. Dennis Crawford, Mr. and Mrs. Andrew Morgan, Mr. and Mrs. Marc Kantor, Mr. and Mrs. Dominic Colbert, Mr. and Mrs. Marvin Miller, Michele P. Chatmon, Vicki Wilson, Rev. James S. Smith Jr., Brandon C. Bellamy, Brenda Gooch, Jill Gilley, the Mustard Seed Foundation, the Nehemiah Project International Ministries family and the National Foundation for Teaching Entrepreneurship. We especially thank Nebemiah Publishing, the BE students in the USA and Cameroon and everyone who has prayed and contributed any time and resources towards the manifestation of the Biblical Entrepreneurship program.

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EXCERPT FROM FOCUS GROUP STUDY

“The information gathered indicated that BE I (Principles of Biblical Entrepreneurship) is where the transformation of individuals takes place. As a result of BE I, participants were able to discern their specific calling and fulfillment in life and in business. Others were able to get closer to the Lord as a result of taking this class—their minds and thoughts were renewed.”

REGENT CENTER FOR ENTREPRENEURSHIP

“The NPIM materials on Biblical Entrepreneurship are second to none. I wish I could have had a Biblical worldview on this subject when I started out. It is both spiritually rooted and highly practical for even the most seasoned entrepreneur to benefit from. The materials are professionally produced and Biblically inspired. Every entrepreneur needs this kind of foundation. Well done!”

MICHAEL Q. PINK
Selling Among Wolves

MY BIBLICAL ENTREPRENEURSHIP JOURNEY

“How a family crisis led me to take responsibility, engage in my passion, and discover my calling.”

A FAMILY CRISES LEADS TO TAKING RESPONSIBILITY

I was born in Douala, Cameroon, Central Africa in a home of privilege that created a sense of entitlement and complacency within me. I was lazy as a child and did not live up to my full potential. My mother was born a princess, the daughter of a third degree king in Cameroon and the great, great-granddaughter of a first degree king from the tribe of Bamileke, the village of Bafou. Her father’s name was King Johny Baleng I, the king of a village called Baleng. He had 90 wives and over 250 children. My mother’s birth was announced by the elders with a prophecy of greatness upon her life. She went on to live up to those prophetic words. She would start several businesses that would employ over 1000 people in her peak. These companies would be in several industries; construction, furniture manufacturing, education, hospitality, import and export and many more. She also founded several nonprofit organizations that encouraged entrepreneurship among women within Cameroon and Africa. She founded the National Association of Cameroon Business Women and later went on to become a two term president of the World Association of Women Owned Businesses. She would also enter politics and use her businesses to finance her political career; she would go from a community organizer to a member of parliament, a member of the executive leadership of the ruling political party and mayor of the largest city in our state.

With all this came great privilege but also great challenges. My mother and father divorced when I was a child and since my mother was consumed by her business and political career, I was raised primarily by my grandmother. Unfortunately, my grandmother died when I was 9 years old but not without convincing my mother to send me overseas to continue my education and learn to be responsible. It is the same way you would send a child to boarding school or the army to make him or her more responsible. My grandmother’s death not only delayed my trip but it changed my itinerary from Paris, France to Washington DC, USA under the care of my mother’s sister who was sent to the US five years earlier by my mother.

Though my aunt was warned by many not to take me in because I was a lost cause, out of gratitude to my mother, she and her husband took me in anyway and committed to making me responsible. At 11 years old I would take a flight to Washington DC and begin another season of my life. Coming to the US was a culture shock. I was expecting a country with roads paved with gold, cities like Disneyland and experiences like movies, but instead my introduction to America was an inner city street of Northwest Washington DC in an overcrowded apartment by Adams Morgan before the Revitalization Movements. I went from living in a home with cooks, Mercedes Benz cars, and personal drivers to a one bedroom apartment in an inner-city neighborhood of the city living with an older cousin, my aunt and uncle, and their two children. This was not the America I saw on television and in movies. To confuse me even more, I went to an exclusive school for international students and diplomats. I cried, wanting to go back home but finally submitted to this new reality, although I grew bitter and rebellious.

Overtime, I would adjust more and more to being identified with the worst of the African American culture, my dress, my talk, and my attitude would take on another persona. I would even wear an earring to reflect my cool disposition and rebellion. I was lost and going nowhere fast. I would go from parties to school and from clubs to work. Sports were the only thing that gave me hope and brought a little discipline into my life.

On June 19th—barely graduating from high school, I enrolled in a local community college just to satisfy my parents and my US visa requirement, but little did I know that everything was about to change. During my first semester in college, civil unrest would break out in my country of Cameroon. There was an organized political opposition that mobilized the people to demand that the government make way for democracy and move away from dictatorship. My family, like most families of influence, stood to lose since we were entrenched with the government in power and benefited greatly from the status quo. My mother attempted to use her influence over the people to stop the uprising but the opposition organized a strategy to stop her by burning her assets and making an attempt on her life. This brought my family into a period of personal crises and my source of financial support was shut down. I lost my apartment and my car since now I had to rely on my own income to support my lifestyle. I was barely making \$5.50 an hour, working the same job I had since I was a junior in high school. I did everything I could to get some help but no doors would open. I had no credibility; there was nothing for me to fall back on. It was a dark time, a hopeless time and to make it worse, I would read about my family in the national news of Cameroon with most people predicting this to be the end of my mother's career. After several attempts to get better paying jobs without success, I finally gave up and was hopelessly coasting along. One day during lunch time at work, my ears were alert and I began to pay attention to the voices around me. I suddenly realized that everyone hated their jobs. They were 20 years old, 30 years old, 40 years old, and 60 years old. I thought to myself, if I do not do something different, I will be like these people 10 years from now. The thought of being old, miserable, and poor scared me. That evening, I began to reflect about what I would do if I could not fail and I could do anything I wanted to do. My inner response was business. I grew up around business, and admired it since I was a child. I came to life when my mother would invite me to interpret for her during her US business trips. I loved the game monopoly and the only class I ever got an A in while in high school was a college business class I took as a senior. I then decided that I needed to take control of my life and launch my own business. I went to work, gave my two weeks' notice at which my boss laughed (for obvious reasons, I was not the best worker), she said I would be back. I left her office with determination in my heart, even if I do not make it, I will not come back to this job, it would mean failure. I decided to burn the bridge behind me and pursue entrepreneurship.

TAKING RESPONSIBILITY LEADS TO ME DISCOVERING MY PASSION

Little did I know that this decision would lead me to discover a personal passion. What business would I start? What do I have experience in? What do I enjoy? The only thing I knew was the family business. I will start a US operation of the family business that will serve to help redirect the family's enterprises to the US since the future was uncertain in Cameroon and even if things were to get better it will enable us to better diversify our investments. This idea would be short-lived because, I could not get along with my siblings and I soon realized that I could not be in control of anything that I started that was tied to my

family because I was third in line and anything with my mother's name meant she was in control or my older siblings were. I left the family business to pursue something that had no connection to the family but what would I do? This is all I knew! I started investigating the prospects of consulting businesses that wanted to invest in Africa; I also got involved in a few direct sales businesses. While doing all this, I noticed that my friends admired my courage, my discipline, and my drive. They noticed that I had stopped going to clubs, I stopped dating and partying. All I did was business. This impressed them since they knew who I was before, so they asked me "Can you teach us business too, can we join you?". I agreed and started an entrepreneurship club that met once a month and soon discovered that I was more passionate about helping people fulfill their potential than I was about doing business myself. I talked to my attorney about this passion of mine and he encouraged me to start a non-profit organization. I asked him what is a non-profit? He said if you are not worried about becoming wealthy and just want to help people, that's what non-profits are for. I said, "That is what I want." Myself, along with Gina, who was my business partner at the time and is my wife today, founded a non-profit organization called the Multi-cultural Youth Education Organization Inc., with the mission to teach youth and young adults entrepreneurship and leadership. This led us to building a reputation in the Washington DC area as a youth led organization impacting other youth. We were written about in the Washington Post and other local newspapers and featured on television and the radio. A statement I made was even quoted by Fortune Magazine. The statement was "If we are old enough to sell drugs we are old enough to start our own businesses." This was during a time when a lot of young African Americans were being lured by the drug industry as a path to success; we focused on helping them turn their entrepreneurship skill of drug dealing into starting legitimate businesses.

MY PASSION LEADS ME TO SALVATION

One day during these social entrepreneurship days I was invited to a conference to share with the audience our vision. The conference organization, who at the time was my board chairman, sat me next to a business man and instructed me to get to know him because he may be able to help provide funding and expand our work. This business man did show interest in our vision, he was especially interested in how we can be a resource to assist ex-convicts in starting businesses as part of their rehabilitation process since they had a difficult time finding employment due to their record. He was a Christian, involved in his church prison ministry. He also saw me as a young man that needed to be introduced to the Gospel. He was committed to using his influence and resources to seeking and saving the lost. He would build a relationship with me, share helpful resources with me such as books and audio tapes. He noticed I enjoyed reading and listening to inspirational audios. He would invite me to visit his church, and even purchase a bible for me. Everything he shared with me I was interested in, he was successful and I wanted to learn from him how to become successful.

One day he invited me to attend a retreat with him, I thought we were going to a business retreat where I could meet other successful businessmen like him but it was a men's retreat sponsored by his church. It was at that men's retreat that I gave my life to Christ in December of 1994. My first year as a Christian was lukewarm, I knew I was saved but how that impacted what I was doing was a mystery. I struggled with turning everything over to the Lord. I had made Him my Savior but I had not made Him my Lord. The following year, I would be invited by Mr. Grigsby to that same men's retreat again, this time he would ask me to bring other members of my organization who I thought could benefit from the message. I went only to take the other young men with me, but this retreat would change my life. It was at this retreat that the Lord would give me a vision that would turn my passion into my calling.

SALVATION TRANSFORMS MY PASSION INTO A CALLING

The vision the Lord gave me was to use entrepreneurship as a tool to empower the body of Christ and seek and save that which is lost. This vision would transform my passion into a calling. Up to this point, my work was motivated by a personal passion for entrepreneurship and to help people improve their lives but now I would be motivated by a commitment to the Great Commission. Jesus Christ would now become my Lord and as a result, everything I did would be in His service, for His purpose and His glory. Immediately after the retreat, we would amend our articles of incorporation and change our mission to reflect this new mandate. I immediately began working on the Biblical Entrepreneurship curriculum, it would take me two years to develop the curriculum and in 1997, we would hold the first Biblical Entrepreneurship class in Washington DC. Seven of my best friends were brave enough to be the guinea pigs and actually paid for the class. In two years we would train over 47 entrepreneurs and publish the first workbook. We would also open the Biblical Entrepreneurship Training Center to serve as a training facility and incubator for kingdom companies. We were on a mission to transform the marketplace with the Gospel of the Lord Jesus Christ one entrepreneur at a time.

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Letter from the Author

I GREET YOU IN THE NAME OF OUR LORD AND SAVIOR JESUS CHRIST!

What is this concept called Biblical Entrepreneurship anyway? Why can we not just learn about entrepreneurship? What does the Bible have to do with business? In order to understand the importance of the Bible in reference to entrepreneurship, it is important to understand the definition of entrepreneurship. Most people believe that it merely deals with being in business for yourself or buying and selling something to make money. However, that is not true. **Entrepreneurship impacts everything we do.** Whether you know it or not, entrepreneurs have more influence on society than any other group of people in the world. Entrepreneurs influence what you eat, what you wear, what kind of music you listen to, where you live, what kind of transportation you use, and even your value system. Entrepreneurs have so much influence over us because someone has to produce everything we need. Entrepreneurs are individuals who take on the challenge of producing and distributing the goods and services we need. Essentially, entrepreneurs are stewards of God's resources.


Due to the potential amount of money that can be made by providing goods and services, many entrepreneurs have become preoccupied with the money rather than the services that they render to mankind. Since entrepreneurs are self-employed and tend to employ others, they command a lot of respect and influence in their communities. Many have allowed this influence and respect to cause them to become proud and arrogant. Psalm 24:1 reads, "*The earth is the Lord's and the fullness thereof; the world, and they that dwell therein.*" This means that entrepreneurs,

ENTREPRENEURSHIP IS A TOOL THAT CAN BE USED TO SERVE GOD'S PEOPLE AND FURTHER HIS KINGDOM IN THE EARTH.	the resources they use to start businesses, and even their customers, belong to God. However, this fact is ignored when entrepreneurs take advantage of God's resources for their own benefit, do not give God any credit, and only concern themselves with making money rather than serving people. They have not been taught that entrepreneurship is a tool that can be used to serve God's people and further His kingdom in the earth. Herein underlies the need for Biblical Entrepreneurship.
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This course is designed to teach you how to use the Word of God as a guide to exercising stewardship over His resources and to serve others while leading them to Jesus Christ. In chapter one, we cover the foundation of Biblical Entrepreneurship, including the Biblical Entrepreneurship principles and the difference between biblical and worldly entrepreneurship. We also study an example of a Biblical Entrepreneur in the Bible. In chapter two, we introduce you to the Biblical Entrepreneurship attitude. We discuss what attitude is, the elements that must make up the attitude of the Biblical Entrepreneur, how to develop the attitude of the Biblical Entrepreneur and the rewards of having the Biblical

Entrepreneurship attitude. In chapter three, we cover Biblical Entrepreneurship characteristics. We discuss what it means to have character, the characteristics of a Biblical Entrepreneur, and how to develop Biblical Entrepreneurship characteristics. In chapter four we do an in-depth analysis of the first Biblical Entrepreneurship principle, how to identify opportunities. We perform a detailed examination of what an opportunity is, how to identify opportunities, and provide key facts about opportunities. This chapter is crucial because Biblical Entrepreneurship success begins with recognizing opportunities. In chapter five, we cover what calculated risk is, how to take calculated risks, two things that hinder people from taking calculated risks, and the advantages of Biblical Entrepreneurship. In chapter six, we cover the definition of problem solving and Biblical Entrepreneurship problems and how to solve them. In chapter seven, we cover the definition of business stewardship, what God's plan is for business, the pros and cons of being a business steward, and the difference between stewardship and ownership. In chapter eight, we define biblical profit, the dangers of ungodly profit, types of ungodly profit, how to profit biblically, the purpose of profit, and the difference between godly and worldly profit. Finally in chapter nine, we take a look at Biblical Entrepreneurship responsibilities and how to set goals. Our prayer is that by the end of this course you will have a good understanding of Biblical Entrepreneurship, discover whether or not you are called to start and operate your own business and that you will be committed to using your gifts and skills to glorify the Lord no matter what your vocation.

In the service of the Great Commission,

A handwritten signature in cursive script that reads "Patrice Tsague". The signature is written in black ink and is positioned below the text "In the service of the Great Commission,".

Brother Patrice Tsague
Co-Founder and Chief Servant Officer, NPIM

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Chapter 1

INTRODUCING BIBLICAL ENTREPRENEURSHIP

His Lord said unto him, "Well done, thou good and faithful servant: thou hast been faithful over a few things, I will make thee ruler over many things: enter thou into the joy of thy Lord." —Matthew 25:21

Purpose

To provide you with a biblical perspective of entrepreneurship.









Goal

To introduce you to God's way of doing business.

Objective

By the end of this lesson, you will learn:

1. The purpose of wealth
1. The 12 principles of God's economy
2. The definition of Biblical Entrepreneurship
3. The difference between Biblical Entrepreneurship and secular entrepreneurship
4. The five principles of Biblical Entrepreneurship
5. A biblical example of entrepreneurship

BE KEY	
	Vocabulary
	Takeaways 
	Review
	Action Items 
	Exercises
	Scripture 
	Apply
	Witness 



BE VOCABULARY

A WITNESS: *One called by God who has the credibility to represent Christ in the marketplace through his or her actions, conduct, and words.*

BIBLICAL ENTREPRENEURSHIP (BE): *A biblically-based process of identifying opportunities, taking calculated risks, solving problems and exercising business stewardship for biblical profit.*

BIBLICAL PROFIT: *The spiritual and natural gain remaining after all costs are deducted from a business transaction or the total income of the business.*

BUSINESS STEWARDSHIP: *Exercising dominion over the natural resources of God to serve others while making a profit for the kingdom of God.*

FREEDOM: *The ability to use gifts and skills by the will of God without human restrictions.*

FORGIVENESS: *Releasing hurts and freeing our emotions from the wrongs that were done to us and embracing the person or group of people who hurt us with the unconditional love of Christ.*

IDENTIFYING OPPORTUNITIES: *Recognizing when God's timing meets preparation.*

KINGDOM BUSINESS: *A transformational company with measurements beyond the triple bottom line to include an eternal bottom line.*

PIT: *A hopeless state where only God's mercy can bring you through.*

PRINCIPLE: *A basic truth or law concerning the function of a natural and spiritual phenomenon.*

PRISON: *A place where you experience limited freedom but are still bound; the transitional place between the wilderness and greatness; the gateway to destiny.*

SLAVERY: *A condition of bondage and servitude.*

SOLVING PROBLEMS: *Coming in agreement with the Word of God, and finding the correct solution for a situation that presents a need, uncertainty, or difficulty.*

TAKING CALCULATED RISKS: *Counting all costs to ensure adequate resources to finish.*

WEALTH: *Anything you have beyond what you need for your daily necessities (i.e. food, clothing, housing, recreation, health care, education, etc.).*

WILDERNESS: *A combination of trials, tests, and temptations allowed by God to perfect you and thereby enabling you to carry out His will for your life.*

WORLDLY ENTREPRENEURSHIP: *A process by which self-driven individuals participate in a free market economy for the purpose of creating wealth for themselves and controlling resources.*

I. THE PURPOSE OF WEALTH

But thou shalt remember the LORD thy God: for it is he that giveth thee power to get wealth, that he may establish his covenant which he sware unto thy fathers, as it is this day. —Deuteronomy 8:18

- A. Since one of the objectives of entrepreneurship is to create wealth, and because businesses unable to create wealth are unsustainable, biblical entrepreneurs must understand the true purpose of wealth.
- B. *Wealth is anything you have beyond what you need for your daily necessities (i.e. food, clothing, housing, recreation, health care, education, etc.).*
- C. The single reason that God enables us to have more than we need for our daily necessities or margins is so that we may have freedom.
 - 1. The freedom to do what we really want to do.
 - 2. Wealth removes the constraints or limitations we have in our lives so that we can do what we really want to do.
 - 3. However, it is dangerous to have freedom without knowing the purpose of freedom.
 - 4. Those who do not know the biblical purpose of freedom tend to abuse their freedom or use their freedom to satisfy the lust of their flesh.

For, brethren, ye have been called unto liberty; only use not liberty for an occasion to the flesh, but by love serve one another. —Galatians 5:13

- D. The true purpose of freedom is found in Moses' interaction with Pharaoh when he requested that Pharaoh let God's people go.

Then the LORD said to Moses, "Go to Pharaoh and say to him, 'This is what the LORD says: Let my people go, so that they may worship me'." —Exodus 8:1 (NIV)

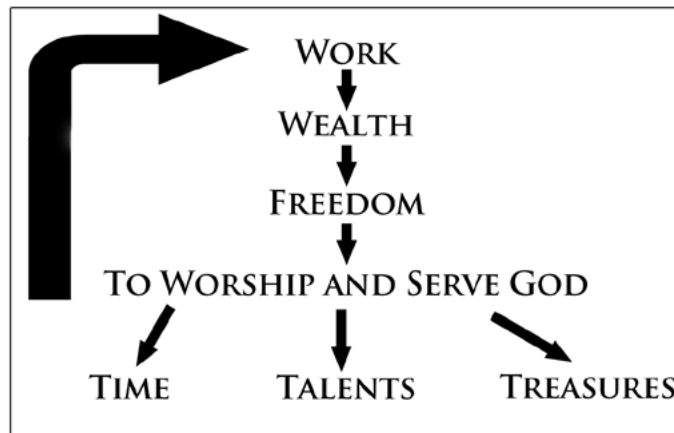
- E. Prior to their release from the bondage of Egypt, God's people were enslaved as many are when they do not have the margin in their lives to do what God wants them to do, due to their need to make a living.
- F. The true purpose of freedom is to worship and serve God the Creator through our time, talents and treasures (Exodus 8:1; 9:1).
 - 1. God gives us wealth to enable us to be free to use our time do the things that please Him and advance His will.
 - 2. God gives us wealth to enable us to be free to use our talents do the things that please Him and advance His will.
 - 3. God gives us freedom to be free to use our treasures do the things that please Him and advance His will.

- G. Must we then wait until we have wealth to worship and serve God?

INTRODUCING BIBLICAL ENTREPRENEURSHIP

1. No, wealth is created through work and our work should be an act of worship to our God.
 2. The word work in Hebrew is avodah, which means worship.
 3. If we do not worship God with our work we will not worship God with our wealth.
 4. It is all about worship, we were created for worship.
 5. We will either worship God or we will worship the things that God created, idolizing what God intended for our pleasure (Matthew 6:24; Romans 1:24-25; I Timothy 6:17).
- H. If my work or my business was not started with worship in mind, do I need to change my work or business in order that I may worship God appropriately?
1. No, unless God directs. Otherwise, worship God in the work you are engaged in now (I Corinthians 7:17-24).
 2. All our work can be an act of worship to God, except, of course, in the case of ungodly products and services (Colossians 3:17).
 3. Our work is worship when it is done intentionally and as response to His command and to fulfill His purpose.

Is any man called being circumcised? Let him not become uncircumcised. Is any called in uncircumcision? Let him not be circumcised. Circumcision is nothing, and uncircumcision is nothing, but keeping the commandments of God. Let every man abide in the same calling wherein he was called. Art thou called being a servant? Care not for it: but if thou mayest be made free, use it rather. For he that is called in the Lord, being a servant, is the Lord's freeman: likewise also he that is called, being free, is Christ's servant. Ye are bought with a price; be not ye the servants of men. Brethren, let every man, wherein he is called, therein abide with God. —I Corinthians 7:18-24



NOTES



BE TAKEAWAYS

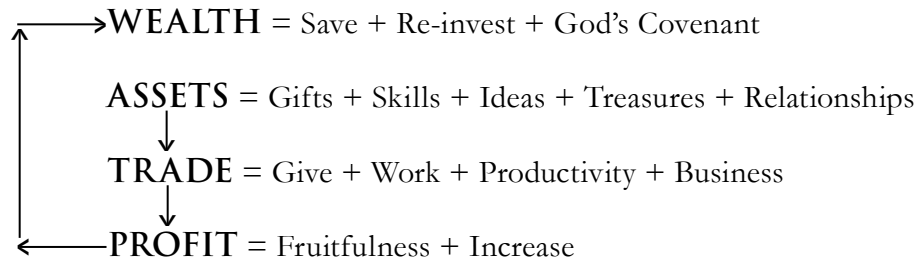
Please write down one key takeaway from this objective:

II. THE 12 PRINCIPLES OF GOD'S ECONOMY

For the kingdom of heaven is as a man traveling into a far country, who called his own servants, and delivered unto them his goods. —Matthew 25:14

- A. God has given each of us talents in the forms of gifts, skills, and treasures based on our abilities (Matthew 25:14-15).
- B. We each have a responsibility to exercise wise stewardship over those talents through trade (Matthew 25:16-17).
- C. Whenever there is trade, there must be a profit (Matthew 25:16-17).
- D. Profit is the fruit of proper stewardship and not the reward (Matthew 25:20, 22).
 1. Save for the time of lack.
 2. Reinvest in the business.
 3. Fulfill God's covenant (Matthew 25:31, James 2:14-17, Deuteronomy 8:18).
 - a. Feed the hungry.
 - b. Nourish the thirsty.
 - c. House the stranger.
 - d. Clothe the naked.
 - e. Visit the sick.
 - f. Visit those in prison.
- E. Talents are given to be traded, not hidden (Matthew 25:18).
- F. Each of us must render an account for the use of our talents (Matthew 25:19).
- G. The reward of our stewardship is the increase of our responsibility and the entrance into the joy of the Lord—the ultimate fulfillment (Matthew 25:21).
- H. Each of us will receive equal rewards in spite of the number of talents we start out with (Matthew 25:22-23).
- I. Fear is often the root cause of poor stewardship of the talents God has given us (Matthew 25:24-25).
- J. Those who hide their talents are considered wicked and slothful (Matthew 25:26-27).
- K. God's economy rewards productivity and punishes unproductivity (Matthew 25:28-30).
- L. God's economy is not fair; it is just (Matthew 25:29).

PRINCIPLES OF GOD'S ECONOMY



NOTES



BE TAKEAWAYS

Please write down one key takeaway from this objective:

III. WHAT IS BIBLICAL ENTREPRENEURSHIP?

Then he that had received the five talents went and traded with the same, and made them other five talents. —Matthew 25:16

- A. *A biblically-based process of identifying opportunities, taking calculated risks, solving problems, and exercising business stewardship for biblical profit (Matthew 25:15-18).*
- B. Utilizing the gifts, skills, and treasures that the Lord has given us to meet market needs through the establishment of a Kingdom business (Genesis 1:28, Psalm 8).
 - 1. What is a kingdom business?
 - a. *A transformational company with measurements beyond the triple bottom line to include an eternal bottom line.*
 - i. People.
 - ii. Plant.
 - iii. Profit.
 - iv. Eternity.
 - b. A transformational company with a quadruple bottom line.
 - c. It is God's business, managed God's way, by God's steward, for God's purposes in the world.
- C. Utilizing the gifts, skills and treasures that the Lord has given us to meet natural needs within the Body of Christ and the world (Ephesians 4:16, 18).
- D. Doing business based on the Word of God and not on the system of this world, nor of this world, nor according to the carnality of our minds (Proverbs 3:1-35).
- E. Being a witness for the Lord Jesus Christ in business (Acts 1:8).
 - 1. *A witness is one who is called by God and who has the credibility to represent Christ in the marketplace through his or her actions, conduct and words.*

NOTES



BE TAKEAWAYS

Please write down one key takeaway from this objective:

IV. THE DIFFERENCE BETWEEN BIBLICAL ENTREPRENEURSHIP AND SECULAR ENTREPRENEURSHIP

Envy thou not the oppressor, and choose none of his ways. —Proverbs 3:31

- A. The world sees entrepreneurship as a means for self-driven individuals to participate in a free market economy for the purpose of controlling resources and creating wealth for themselves. This view is what creates today’s unhealthy business environment.
- B. The world’s approach to entrepreneurship has caused many God-fearing people to stay away from business. Furthermore, some Christians conclude that business is a worldly practice in which they cannot be involved without compromising their faith.
- C. Biblical Entrepreneurship is about exercising stewardship over God’s resources to serve others for the benefit of the Kingdom of God.

THE DIFFERENCE BETWEEN BIBLICAL AND WORLDLY ENTREPRENEURSHIP

BIBLICAL ENTREPRENEURSHIP	SECULAR ENTREPRENEURSHIP
Uses spiritual gifts	Uses only natural skills
Business steward	Business owner
Biblical profit	Worldly profit
Ideas inspired by God	Ideas inspired by self
Directed by the Holy Spirit	Self-driven
Confidence in God	Confidence in self
Motivated by love	Motivated by money
Interdependent	Independent
Cooperative	Competitive
Calling	Career
Kingdom focus	Big business focus
Enjoys serving others	Enjoys commanding
Follows God’s methods	Originates own methods

NOTES



BE TAKEAWAYS

Please write down one key takeaway from this objective:

V. BIBLICAL ENTREPRENEURSHIP PRINCIPLES

Therefore whoever hears these sayings of Mine, and does them, I will liken him to a wise man who built his house on the rock. —Matthew 7:24

- A. Identifying Opportunities means recognizing when the timing of God meets preparation.
- B. Taking Calculated Risks means counting all costs to ensure adequate resources to finish.
- C. Solving Problems means coming in agreement with the Word of God and finding the correct solution for a situation that presents a need, uncertainty, or difficulty.
- D. Business Stewardship is taking dominion over the natural resources of God to serve others while making a profit for the kingdom of God.
- E. Biblical Profit is the spiritual and natural gain remaining after all costs are deducted from a business transaction or the total income of the business.



NOTES



BE TAKEAWAYS

Please write down one key takeaway from this objective:

VI. AN EXAMPLE OF A BIBLICAL ENTREPRENEUR

Now therefore let pharaoh look out a man discreet and wise, and set him over the land of Egypt. —Genesis 41:33

A. Joseph in profile (Genesis 37:1-11).

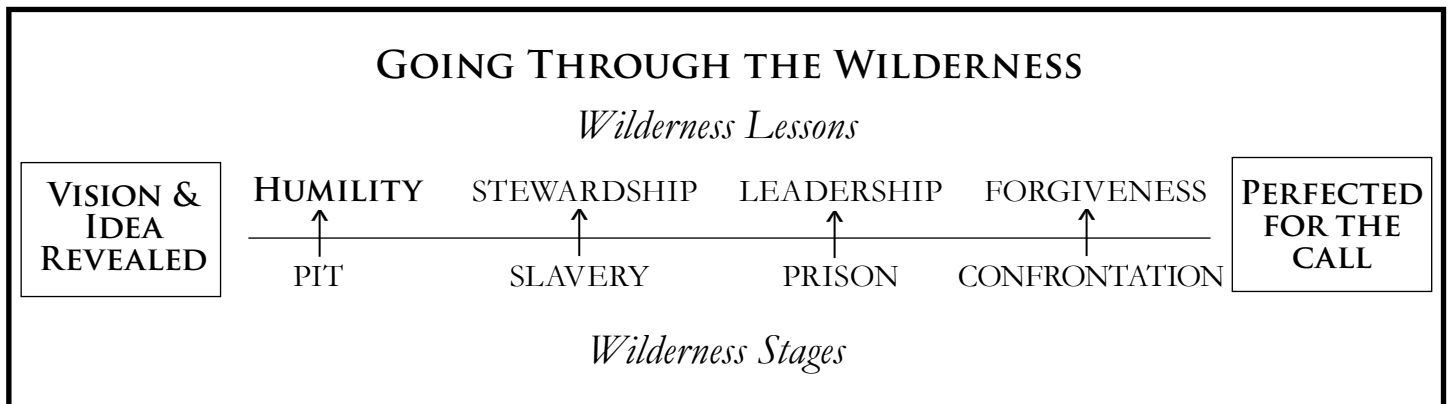
1. The eleventh son of an entrepreneur named Jacob.
2. A young dreamer.
3. A man destined for greatness.
4. An arrogant and spoiled young man.

Like Joseph, many entrepreneurs are destined for greatness but possess an unrealistic, naïve, and arrogant ambition. That ambition must be tempered and perfected by the Lord so that the vision He gave them may be realized in a manner that is consistent with His will and so that He may receive the vision. In order for this to occur, all born-again believers who are destined for greatness must go through the wilderness.

B. Joseph's wilderness experience – a wilderness is a combination of trials, tests and temptations allowed by God to prepare and perfect you to carry out His plan for your life. Joseph's wilderness had four phases. They were:

1. The pit – a hopeless state of despair where only God's mercy can bring you through (Genesis 37:19-36).
 - a. He learned humility.
 - b. He learned to depend on God.
 - c. He learned to believe God for miracles.
2. Slavery – a condition of bondage and servitude (Genesis 39:1-19).
 - a. He learned stewardship and service.
 - b. He learned to flee from temptation and respect his employer.
3. Prison – a place where you experience limited freedom but are still bound. The transitional place between the wilderness and greatness. The gateway to destiny (Genesis 39:20-23, 40:1-23).
 - a. He learned leadership.
 - b. He learned patience.
4. Confrontation – when you must face the people or things that the enemy used to bring you into the wilderness or to hurt you during your wilderness period (Genesis 42:1-24).

- a. Designed to heal your hurts – without confrontation you will not have an internal resolve to forgive.
- b. To teach you forgiveness – forgiveness is recognizing the sovereignty of God in every situation. When you forgive, you release hurts and free your emotions from wrongs that were done to you and you embrace the person or group of people with the unconditional love of Christ.
- c. To reveal destiny - without forgiveness God cannot reveal your full destiny to you because you are not trustworthy. Hurt people who have not forgiven hurt other people. They are a recipe for a disaster.



Like Joseph, most entrepreneurs are individuals destined for greatness but are born unprepared for it. They are dreamers, oftentimes with an unrealistic view of themselves. Many are arrogant, prideful, and feel as though they are the center of the universe. Their motives for being in business are usually self-centered; based on an internal drive for independence. A common theme for many entrepreneurs is “I want to start a business so that I can be my own boss.” They do not realize that starting a business does not make you a boss but a servant. As an entrepreneur, you are God’s steward, called to serve customers and your employees. Although most Christian entrepreneurs will profess to believe this and even practice it, the wilderness experience allows them to see if they really mean what they say.

All born-again believers who are called by God to carry out a great work must go through the wilderness. You have either gone through your wilderness, are going through it now, or will go through it in the future. However, like Joseph, the wilderness is designed to perfect you and not destroy you. It is designed to bring you to a state of total dependency upon God so that He may exalt you and reveal to you the fullness of your destiny. Therefore, do not disdain the trials and tests you are going through, will go through, or have gone through. Look at what lessons you can learn from them, for those lessons will enable you to fulfill God’s plan for your life.

He humbled you, causing you to hunger and then feeding you with manna, which neither you nor your fathers had known, to teach you that man does not live on bread alone but on every word that comes from the mouth of the LORD. Your clothes did not wear out and your feet did not swell during these forty years. Know then in your heart that as a man disciplines his son, so the LORD your God disciplines you. —Deuteronomy 8:3-5

C. How Joseph manifested the BE principles:

1. God used the pit, slavery and imprisonment to prepare Joseph for the time he would become steward over Egypt (Genesis 37:12-27, 39:1-23, 40:1-23).
2. Joseph counted all costs to make sure he had sufficient resources to successfully meet the needs of the people of Egypt in the time of famine (Genesis 41:46-57).
3. Joseph came in agreement with the Word of God whenever he faced difficulties in Egypt (Genesis 41:14-16).
4. Joseph owned nothing, but was merely a steward over everything in the land of Egypt (Genesis 47:13-26).
5. Joseph received God's favor through his obedience and his natural needs were met while he was in Egypt because of his wise stewardship (Genesis 45:9-28).

Your ultimate destiny is not your business or the job you have; those are merely instruments that God uses to enable you to fulfill your destiny. Your destiny rests in how you use whatever God has blessed you with to conform to His image and likeness and to be a witness for Him in the marketplace. The results should be that more souls come to know Jesus Christ as their personal Lord and Savior through your witness and ministry. The Lord does not really care what type of business you start or even if you start one. He is concerned with whether or not you have used the assets He placed under your care profitably, because His instructions are “do business till I come” (Luke 19:13, NKJV) for He is coming back.

But remember the LORD your God, for it is he who gives you the ability to produce wealth, and so confirms his covenant, which he swore to your forefathers, as it is today. —Deuteronomy 8:18



BE TAKEAWAYS

Please write down one key takeaway from this objective:



BE REVIEW

- ☞ The purpose of wealth is to worship God by advancing His will through our time, talents, and treasures.
- ☞ God has given each of us talents according to our abilities and we each have a responsibility to trade them profitably for His glory.
- ☞ Biblical Entrepreneurship is a biblically-based process of identifying opportunities, taking calculated risks, solving problems and exercising business stewardship for biblical profit.
- ☞ The world sees entrepreneurship as a means for self-driven individuals to participate in a free market economy for the purpose of controlling resources and creating wealth for themselves while Biblical Entrepreneurship is about exercising stewardship over God's resources to serve others profitably for the benefit of the kingdom of God.
- ☞ The five Biblical Entrepreneurship principles are as follows: identifying opportunities, taking calculated risks, solving problems, exercising business stewardship and biblical profit.
- ☞ Joseph is an example of a Biblical Entrepreneur because he owned nothing yet the Lord gave him favor to become steward over all of Egypt. He successfully used the Biblical Entrepreneurship principles to solve the problem of famine in Egypt.



BE ACTION ITEMS

Please list three steps you are going to take in response to this lesson.



Note: Please use a separate sheet of paper for all exercises and questions.

BE EXERCISES

Please answer the following questions:

1. What is the purpose of wealth and how can you support it scripturally?
2. Read Matthew 25:14-30 and explain the story in your own words.
3. List the five Biblical Entrepreneurship principles.
4. What are the negative consequences of the worldly approach to entrepreneurship?
5. Using two columns, list the biblical and the corresponding worldly characteristics of entrepreneurship.
6. How did Joseph use the five Biblical Entrepreneurship principles while in Egypt?
7. What is the purpose of the wilderness experience in the life of the believer?



BE VOCABULARY

Define the following words.

1. Biblical Entrepreneurship
2. Kingdom Business
3. Principle
4. Identifying Opportunities
5. Taking Calculated Risks
6. Solving Problems
7. Business Stewardship
8. Biblical Profit
9. Wilderness
10. A Witness



BE SCRIPTURE

On a separate sheet of paper, please write out the scriptures below.

1. Deuteronomy 8:18
2. Exodus 8:1
3. Genesis 41:33
4. Proverbs 3:31
5. Matthew 7:24
6. Matthew 25:14
7. Matthew 25:21



BE APPLICATION

1. Identify someone who has achieved wealth and abused or misused their resulting freedom. Explain the consequences. Conversely, identify someone who has achieved wealth and used their freedom for the purposes of God, explain the rewards.
2. Identify a company that is using a worldly approach to entrepreneurship. Explain what the company does and how it is impacting society in a negative way.
3. Identify a company that uses biblical principles in its business. Explain what the company does and how it is impacting society in a positive way.
4. Read the story of Joseph and explain Joseph's wilderness: how was he tested, tried and tempted?
5. Reflect upon your own life and ask yourself whether or not you have had a wilderness experience. If so, what was it and what lesson did you learn from it?



BE WITNESS

**Identify two to three people and share with them what you learned.
Explain their reactions.**

NOTES

BIBLICAL ENTREPRENEUR CREED

I AM A BIBLICAL ENTREPRENEUR.

I identify opportunities.

I take calculated risks.

I solve problems.

I exercise business stewardship.

I profit spiritually and naturally for the benefit of the kingdom of God.

I AM A BIBLICAL ENTREPRENEUR.

I have an honest report.

I'm full of the Holy Spirit.

I'm full of Wisdom.

I AM A BIBLICAL ENTREPRENEUR.

I have the mind of Christ.

I'm meek.

I'm a servant.

I'm compassionate.

I'm humble.

I'm obedient.

I AM A BIBLICAL ENTREPRENEUR.

I have clean hands.

I have a pure heart.

I have not lifted up my soul to an idol.

I have not sworn deceitfully.

I AM A BIBLICAL ENTREPRENEUR.

I know my responsibilities.

I set measurable, achievable, and reachable goals.

I AM A BIBLICAL ENTREPRENEUR.

I'm committed to seeking and saving the lost.

I hereby acknowledge my identity and responsibilities as a Biblical Entrepreneur and agree to carry them out with God as my strength.

Signature _____

Date _____

The following is a list of references used to contribute to the depth and complexity of this study:

- Nelson's New Illustrated Bible Dictionary*
Second College Edition "The American Heritage Dictionary"
Vines' Complete Expository Dictionary
Leadership Class FTHCM, Rev. Edward Williamson
Perfecting Class, FTHCM
Seven Spiritual Principles, Pastor John A. Cherry
Business and Economics Tape Series, Pastor John A. Cherry
None Suffer Lack, Pastor John A. Cherry
Understanding the Covenant, Pastor John A. Cherry

ABOUT THE AUTHOR

Patrice Tsague is a Christian business trainer, entrepreneur, international speaker, preacher, author, and business coach. Patrice specializes in helping families incorporate their faith into their business practices, ensuring that their businesses are able to exist beyond the third generation.



Patrice is the co-founder and Chief Servant Officer of both Nehemiah Project International Ministries and PG & Associates, LLC, which he founded with his wife and best friend, Gina Tsague. Patrice is also the co-founder of Nehemiah Enterprise Coaching as well as Kingdom Business Coaching International. Through these organizations, Patrice and Gina are committed to building kingdom businesses around the world. Through Nehemiah Project International Ministries and PG & Associates, LLC, Patrice has trained and coached over 7,000 individuals on how to start or expand their businesses using Christian business training and coaching principles found in the Bible.

Patrice has authored several books and serves on several boards including The Timothy Plan and Cornerstone Christian Academy in Vancouver, Washington. Patrice and his wife, Gina, have two beautiful children, Gabrielle and Danielle Tsague. The Tsague family resides in Vancouver, Washington.

PRINCIPLES OF BIBLICAL ENTREPRENEURSHIP

STUDENT EDITION † 4TH EDITION

Principles of Biblical Entrepreneurship is designed to teach you how to use the Word of God as a guide to exercising stewardship over His resources and to serve others while leading them to Jesus Christ. Chapter one covers the **Foundation of Biblical Entrepreneurship**. Chapter two introduces you to the **Biblical Entrepreneurship Attitude**. Chapter three covers **Biblical Entrepreneurship Characteristics**, and in chapter four we do an in-depth analysis of the first Biblical Entrepreneurship principle—**How to Identify Opportunities**. We perform a detailed examination of what an opportunity is, how to identify opportunities, and provide key facts about opportunities. In chapter five, we cover **Calculated Risks** and in chapter six we cover the definition of **Problem Solving**—Biblical Entrepreneurship problems, and how to solve them. Chapter seven covers the definition of **Business Stewardship**, what God's plan is for business, the pros and cons of being a business steward, and the difference between stewardship and ownership. Chapter eight defines **Biblical Profit**, the dangers of ungodly profit, types of ungodly profit, how to profit biblically, the purpose of profit, and the difference between godly and worldly profit. Finally in chapter nine, we take a look at **Biblical Entrepreneurship Responsibilities** and how to set goals. Our prayer is that by the end of this course, you will have a good understanding of Biblical Entrepreneurship, discover whether or not you are called to start and operate your own business, and that you will be committed to using your gifts and skills to glorify the Lord no matter what your vocation.



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**BIBLICAL
ENTREPRENEURSHIP I**
Principles