



# Stanford eCorner

## Confidence and Risk

Tina Seelig, *Stanford Technology Ventures Program*

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Video URL: <http://ecorner.stanford.edu/videos/3392/Confidence-and-Risk>

Stanford Professor of the Practice Tina Seelig talks about how students and entrepreneurs alike can build their confidence by taking measured risks that incrementally stretch their abilities and lead to growth. Seelig, executive director of the Stanford Technology Ventures Program, says she also finds that entrepreneurs aren't risk takers, but rather seek to minimize riskiness in their business.



### Transcript

So one of the things that's so fabulous about being a student is, this is a pretty risk free environment. It's an environment where you can do things in a pretty safe place and without really dire consequences. This is what we do in a lot of our classes. We give opportunities for students to try things that they haven't tried before and to gain that confidence tackling things they might have been a little bit uncomfortable if they weren't in that classroom setting. So the thing that I also think is very important is to take small risks and get comfortable with those and then bigger and bigger and bigger. Now listen, one of the things that's really important and I'm curious whether my colleagues who are in the room agree with this, people think that entrepreneurs are risk takers, but they're actually not. They're trying to squeeze the risk out of the things. They're trying to get the best team, they are trying to get the best group to fund them, they're trying to get the best product. They are not trying to take a risk. They don't want to fail.

They want to essentially do something that's really bold. So instead of thinking yourself as a risk taker, think of yourself as a big thinker who has got some big ideas and then you actually have to gather all the resources to make that happen.