
ENTREPRENEURSHIP & INTRAPRENEURSHIP –
Wonderful Life

INVESTMENT DECISIONS: How & Why?

KEY MESSAGES

BUSINESS PLAN COMPETITION: Lessons Learned
For Entrepreneurs, Intrapreneurs & Leaders

CAREER ODYSSEY: WORDS of WISDOM

“You've come far pilgrim” … “Feels like far”
- Old Mountain Man & Jeremiah Johnson

“Life is what happens while you’re making other plans”
- many

“Be the change you want to see in the world”
- Ghandi

“Don’t worry, the fall alone will kill you”
- Butch Cassidy to the Sundance Kid

“If you come to a fork in the road, take it”
- Yogi Berra

STRATEGIC TRANSITIONS RESEARCH:
Individual-Team-Organization Effectiveness

40 Years Experience …
Championing World Class Change

- Global Business Growth
- Product Innovation
- Process Improvement
- People Development
- Learning to Build a Better Future
STAGES of DEVELOPMENT: BASIC “S-CURVE” MODEL

EMBRYONIC  EMERGING  GROWING  MATURING  DECLINING

STRATEGIC TRANSITIONS RESEARCH: CONSTANTLY-CHANGING FOCUS

F-500 - TURN-AROUNDS
- MANAGEMENT TRAINING
- CAREER TRANSITIONS
- COACHING

F-500 - RAPID GROWTH
- INNOVATION
- TEAMBUILDING
- LEADER DEVELOPMENT
- HIGH-TECH START-UPS
- ANGEL INVESTMENT
- BOARDS of DIRECTORS
- ADVISOR / MENTOR

INDUSTRY SECTOR EXPERIENCE: S.T.R. CLIENTS VS. ANGEL DEALS
ENVIRONMENT

TECHNOLOGY

TALENT

Center Of Excellence

CAPITAL

STAGES of FUNDING:
HIGH-TECH START-UPS

$ $$ $$ $$

REVENUES

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VC’S

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ANGELS

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GRANTS

$ $ FRIENDS & FAMILY

BUSINESS PLAN
PRE-SCREEN

PITCH TO SCREEN GROUP

PRESENT TO LARGE GROUP

FOLLOW-UP DUE DILIGENCE

NEGOTIATE DEAL & INVEST

POST-DEAL ADVISORY SUPPORT

ANGEL INVESTING:
PROCESS STEPS
ANGEL INVESTING PROCESS:
UNIQUE DECISION-MAKING TRIAD

SAMPLE INVESTMENT PORTFOLIO:
KIDS DO NOT TRY THIS at HOME!

RISK MITIGATION:
PORTFOLIO MANAGEMENT
BIBLIOGRAPHY INFLUENCES:
HOW to SUCCEED in BUSINESS

“COMPETING for the FUTURE”
- Hamel & Prahalad

“COMPETITIVE STRATEGY”
- Porter

“In SEARCH of EXCELLENCE”
- Peters & Waterman

“GOOD to GREAT”
- Collins

“BUILT to LAST”
- Collins & Porras

STRATEGIC LEADERSHIP:
PRIMARY CHALLENGES

TIMEFUL CHANGE
FIRST TO FUTURE
INTEGRATION
STRONG COMPLEMENTARY TEAMS
ETHICAL DILEMMAS
STATEGIC AND OPPORTUNITY
SUSTAINABLE DIFFERENTIAL ADVANTAGE

KEY LEADERSHIP CHALLENGE:
FACING ETHICAL DILEMMAS

TELL TRUTH TO POWER
DO THE RIGHT THINGS
DO THINGS RIGHT
TAKE HARDER RIGHTS OVER EASIER WRONGS
THE LEADER'S DILEMMA: DISCOVERING OPTIMAL BALANCE

STRUCTURE & STABILITY
FREEDOM & CHANGE

THE LEADER'S ROLE IN ENTREPRENEURSHIP

BIG IDEA
LEADER VALUES IDEA
LEADER DEVALUES IDEA

INTRAPRENEUR
ENTREPRENEUR Type “X”
ENTREPRENEUR Type “Y”
SABOTEUR

STRATEGIC LEADERSHIP AND CRISIS MANAGEMENT EFFECTIVENESS
INTEGRATIVE LEADERSHIP: SPECIAL S.T.R. CHALLENGES

THE BUSINESS of RELATIONSHIPS: CONSTANT BUILDING & RE-VITALIZING

BUILDING RELATIONSHIPS: THE NETWORKING TOOL-KIT:
ENTREPRENEURS & INTRAPRENEURS:
KEYS to SUCCESS

HELP OTHERS

SOLVE PROBLEMS

DEMOCRACY & CAPITALISM

EMBRACE DIVERSITY

EMBRACE CHANGE

WORDS of WISDOM:
ENTREPRENEURSHIP IS OUR FUTURE

“Entrepreneurship Will Help You in Your Job or Your Business”
- Susan Yamada

“All Real Economic Growth Is the Result of Innovation”
- unknown

“Winning the Future by Out-Innovating, Out-Educating & Out-Building the Rest of the World”
- Barack Obama

“Some Look at Things That Are & Ask Why, I Dream of Things That Never Were & Ask Why Not”
- George Bernard Shaw & many others

ENTREPRENEURSHIP:
ENJOY the JOURNEY!