

## Entrepreneurship for Government Organizations

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### A 2 Day Workshop for Government Employees

Entrepreneurship is not only possible in government organizations, it is the future . . . it is the key to win amid all the organizations clamoring for funding in today's tight economic climate. In this hands-on workshop you will see how to build a master blueprint to introduce and manage innovation and entrepreneurship for real impact, no matter what your position in the organization!

A senior retired federal government manager shares his experiences in successfully entreprenuring government organizations; turning around ineffective organizations; and in starting successful new businesses, to illustrate, step-by-step, how to develop an entrepreneurial organization, and how to get a large organization to accept your ideas.

A superbly *practical* workshop that shows you what you have to know and have to do in today's environment to-

- Quickly respond to rapidly changing government environments
- Develop the skills you need to help, and to lead, organizations as they change to meet the new government policies
- Learn how to get large organizations to think and act, like flexible, innovative and dynamic organizations
- Stay on the leading-edge of world-class ideas in innovation of government organizations
- Build any organization into an innovative, powerful success
- Develop a new idea into an entirely new organization that you lead
- Ensure your organization's success and importance are fully realized during budget reviews

### Learning Objectives:

- Create an image and reputation as an innovator
- Maximize and expand the Sphere of Influence
- Create talking points to sell your organization to your people and your boss
- Learn to set solid performance standards
- Create a plan to empower others to take intelligent risk, willingly

## Topics Covered in this Workshop:

- Entrepreneurial Management
- Entrepreneurial strategies for government managers
- Projecting an entrepreneurial image
- Entrepreneurs—their roles, their decisions
- Tenacity
- The *Innovation Test*
- Organizational innovation and Reengineering
  - Thinking "Corporate"
  - How to get your people on board
  - How to get your boss on board
- Entrepreneurship in the government
  - The strengths of government organizations
  - How to evaluate your organizations *entrepreneurial strengths*
  - Compare with the strengths of the best businesses
- Making opportunities
- Managing opportunities
- Finding ways to do it better, cheaper, faster
- Building an entrepreneurial idea into a viable "business"
- What are the obstacles, the traps, the common mistakes?
- Setting standards and expectations
- Forget committees ... entrepreneurship is personal
- Gaining support—Selling your ideas
- How to organize and staff for entrepreneurship
- Getting results
- Measure what matters
- The 4 steps to set solid performance standards
- Evaluating performance
  - Anticipating and handling the problems
- Risk
  - How to anticipate risk using only your experience and judgment
  - Weighing the factors involved
  - Measuring risk
  - Risk avoidance/risk aversion
  - Risk mitigation strategies & techniques
- Promoting intelligent risk
- How to solve problems, make confident decisions
- Making it happen – the steps
- Communicating change – effectively
- Overcoming resistance
  - Getting others to see things your way
- Effective solutions
- Evaluating improvements and opportunities
- Building more responsive project teams
- Organizing to create new opportunities
- Integrating small business ideas into your organization
- Link your vision and your organization's strengths
  - Factors in creative imagination

- Developing creativity in your people
- *The Effort Factor*
- Roles and responsibilities
- Viable innovation
  - Individuals
  - Teams
  - Alternative thinking
  - An entrepreneur's mindset
  - Spatial analyses
  - Ways to attract followership
- **Developing the *Action Plan***

### Additional Information

**CPE Credits:** 13.0

**CEU Credits:** 1.1

**Suggested Program Prerequisites:** Problem Solving and Decision Making; Dealing with Difficult People

**Advanced Preparation:** None

**NASBA Program Level:** Advanced

**NASBA Field of Study:** Personal Development

**Delivery Method:** Group Live – Classroom



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