

## 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

### Some of the Topics Covered —

- 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***