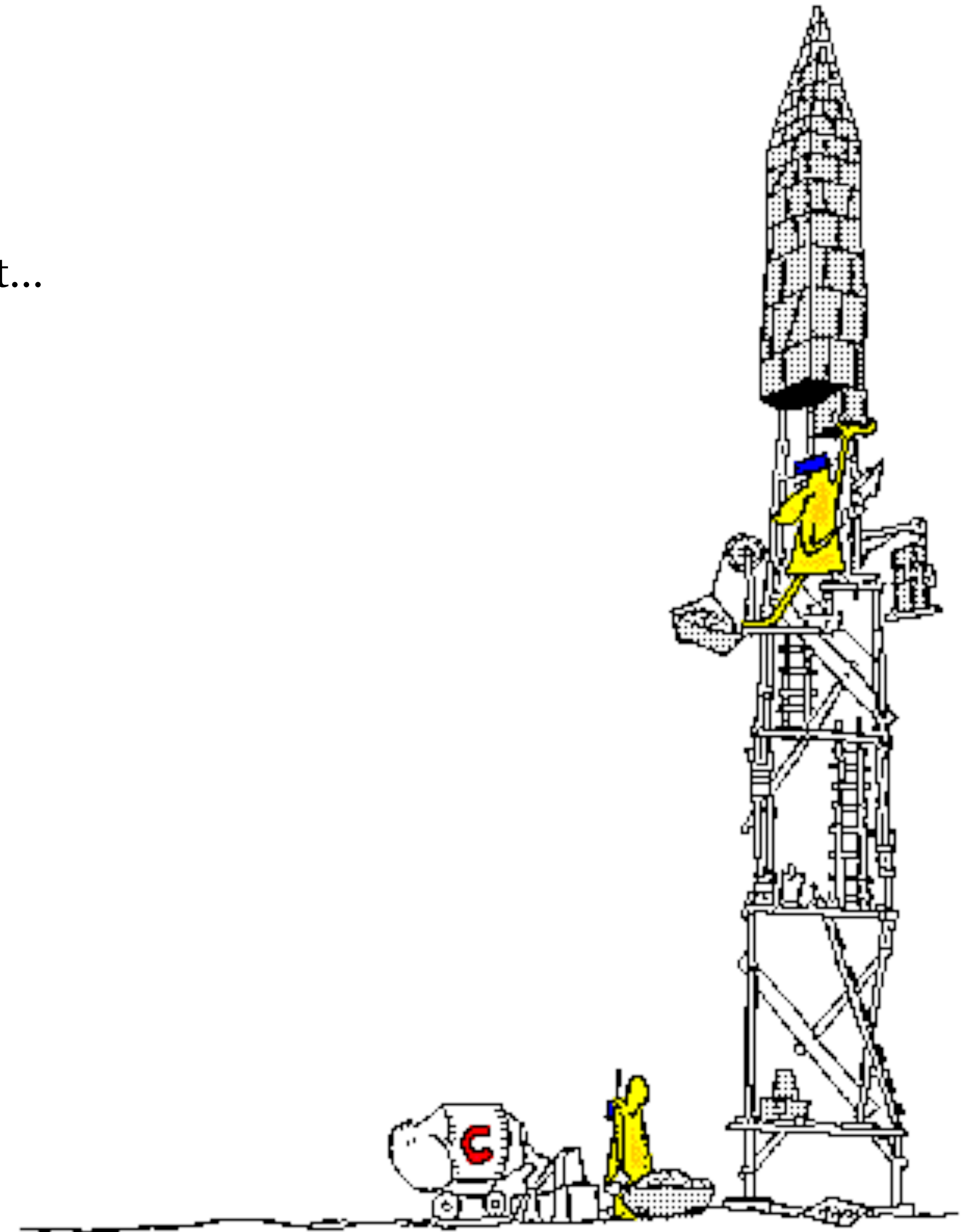


Showing up and delivering the value that matters the most...

Entrepreneur Mindset

[mhebbbar](#)

30-31, May 2024



No matter our age,
our circumstances,
or abilities, each
one of us can

create
SOMETHING
remarkable
with our lives.

-Joseph B. Wirthlin



WHY ARE WE HERE?



Leadership GYM

Entrepreneur.mindset.workshop

WHY ARE WE HERE?



Corporate Innovation & Entrepreneurship

Context, Characteristics, Caveats

Knowledge, Capabilities, Skills & Attitude

How to develop into an Entrepreneur within a Company

Internalising and living the life of an Entrepreneur



PART 1

MAY 30, 2024

Corporate Innovation and Entrepreneurship - Context, Characteristics, Caveats



PART 2

MAY 30, 2024

Corporate Innovation and Entrepreneurship - Knowledge, Capabilities, Skills and Attitudes



PART 3

MAY 31, 2024

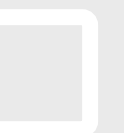
Cultivating Entrepreneurial Mindset - How to develop into an Entrepreneur within a corporate



PART 4

MAY 31, 2024

Practising Corporate Innovation and Entrepreneurship - Internalising and living the life of an Entrepreneur



WHO AM I?



<Name>

#myexpertise #socialcause

<my mantra of life>

PICK A NUMBER...

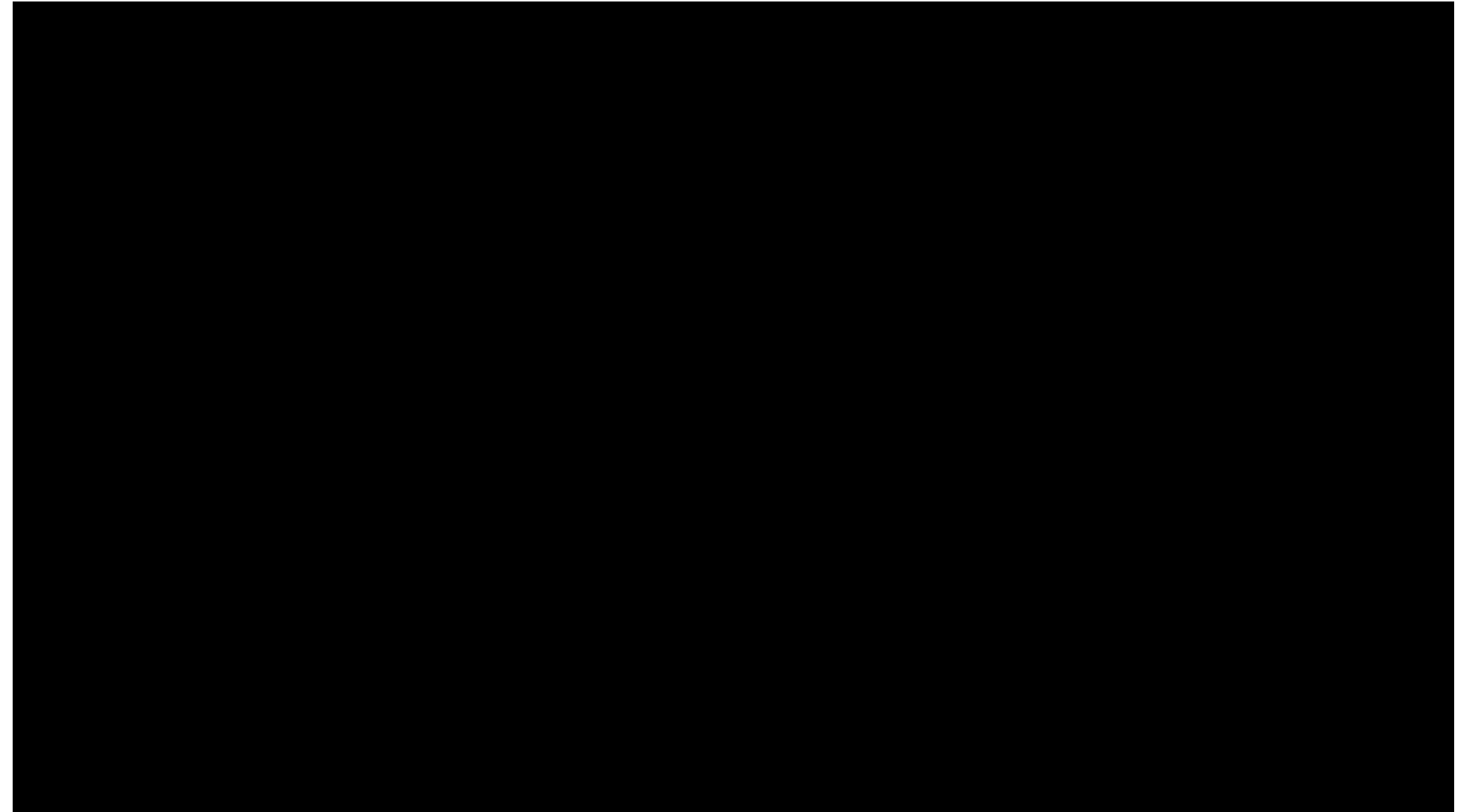


This number is an amount of money you want to spend in next 12 months.

It at least satisfies all your needs and wants for the next year and isn't greedy.

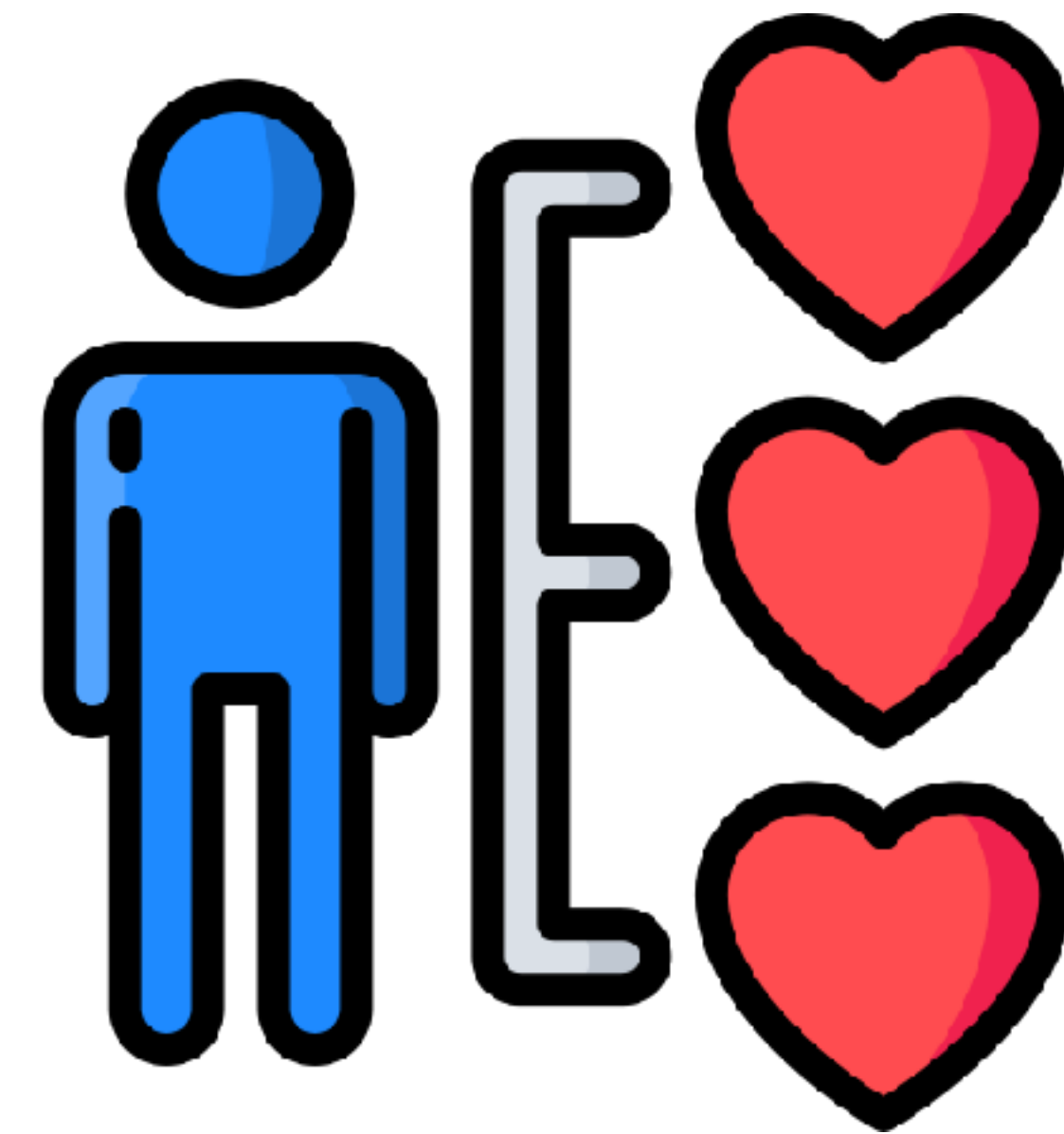
Imagine it is yours to do as you wish, with no further conditions.

WHAT DO YOU DO FOR A LIVING?



Means to an end?

WHAT DO YOU VALUE THE MOST?



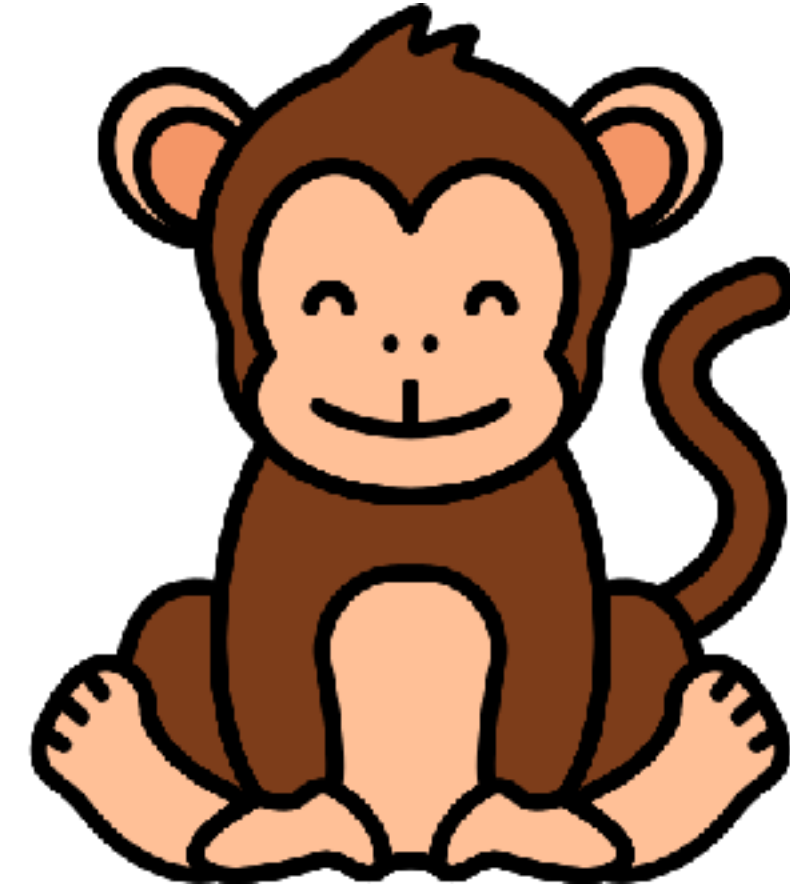
Yardstick of your being

“WE SHOULD ALL STRIVE TO IMPROVE ON THE STATUS QUO: NONE OF US SHOULD EVER BE SATISFIED WITH WHAT HAS BEEN ACHIEVED, BUT SHOULD ALWAYS ENDEAVOR TO DO BETTER.”

“WE SHOULD ALL STRIVE TO IMPROVE ON THE STATUS QUO: NONE OF US SHOULD EVER BE SATISFIED WITH WHAT HAS BEEN ACHIEVED, BUT SHOULD ALWAYS ENDEAVOR TO DO BETTER.”

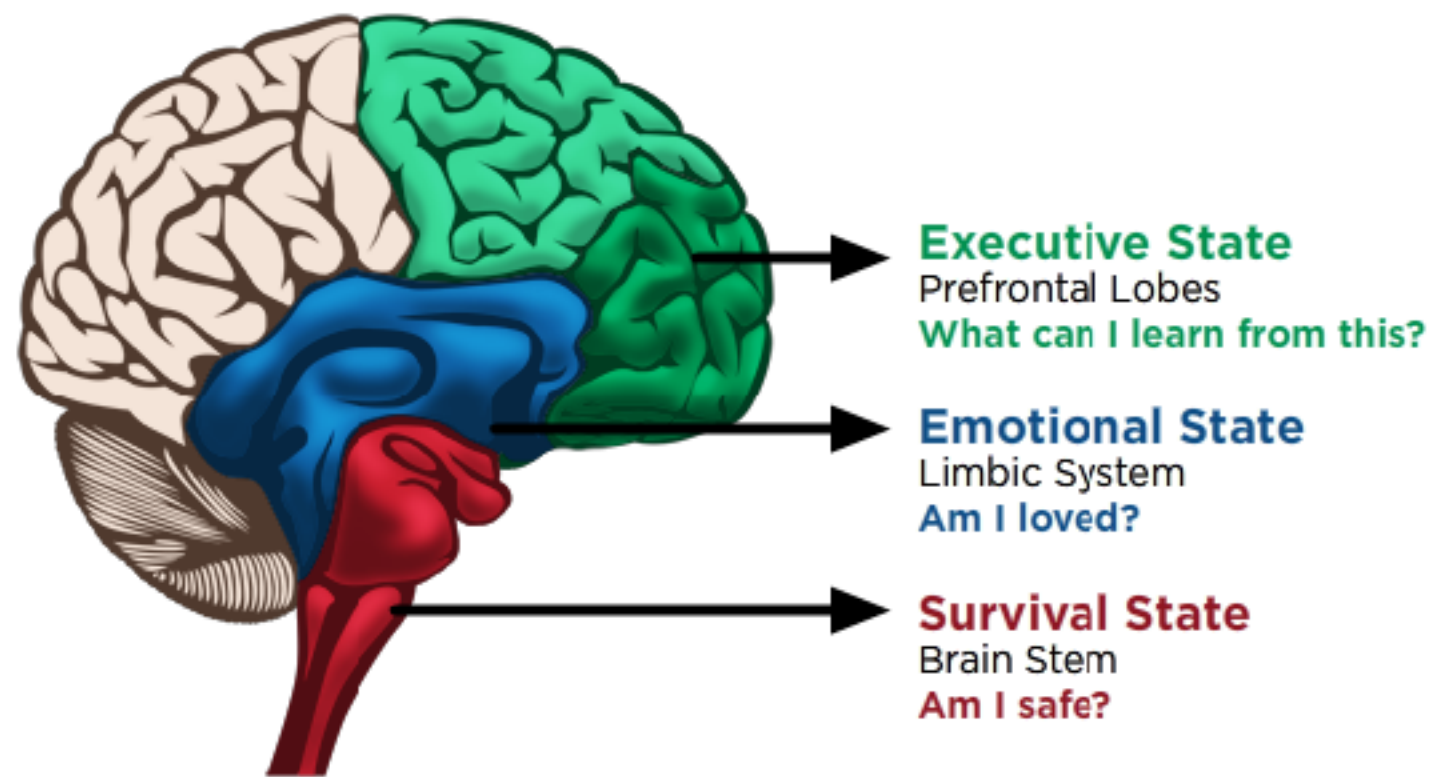
(Robert Bosch, from: address at the opening of the Robert Bosch Hospital, quoted in: Bosch- Zünder, 22 (1940))

WHAT MOOD I'M IN?

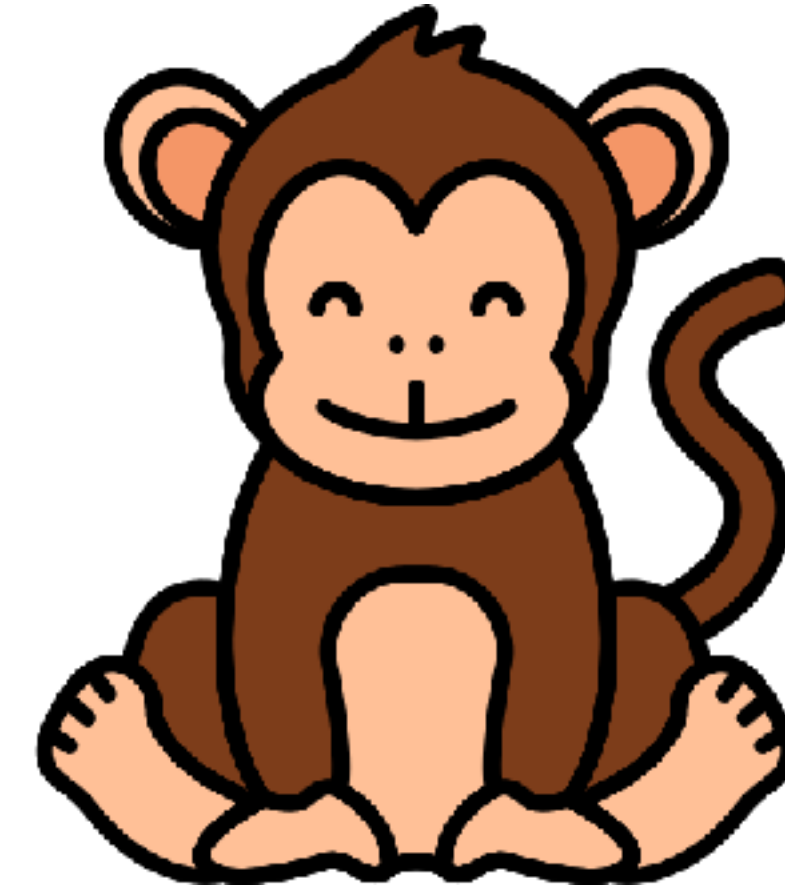


Yardstick of my value?

WHAT MOOD I'M IN?



Reptile
Escape, Survive



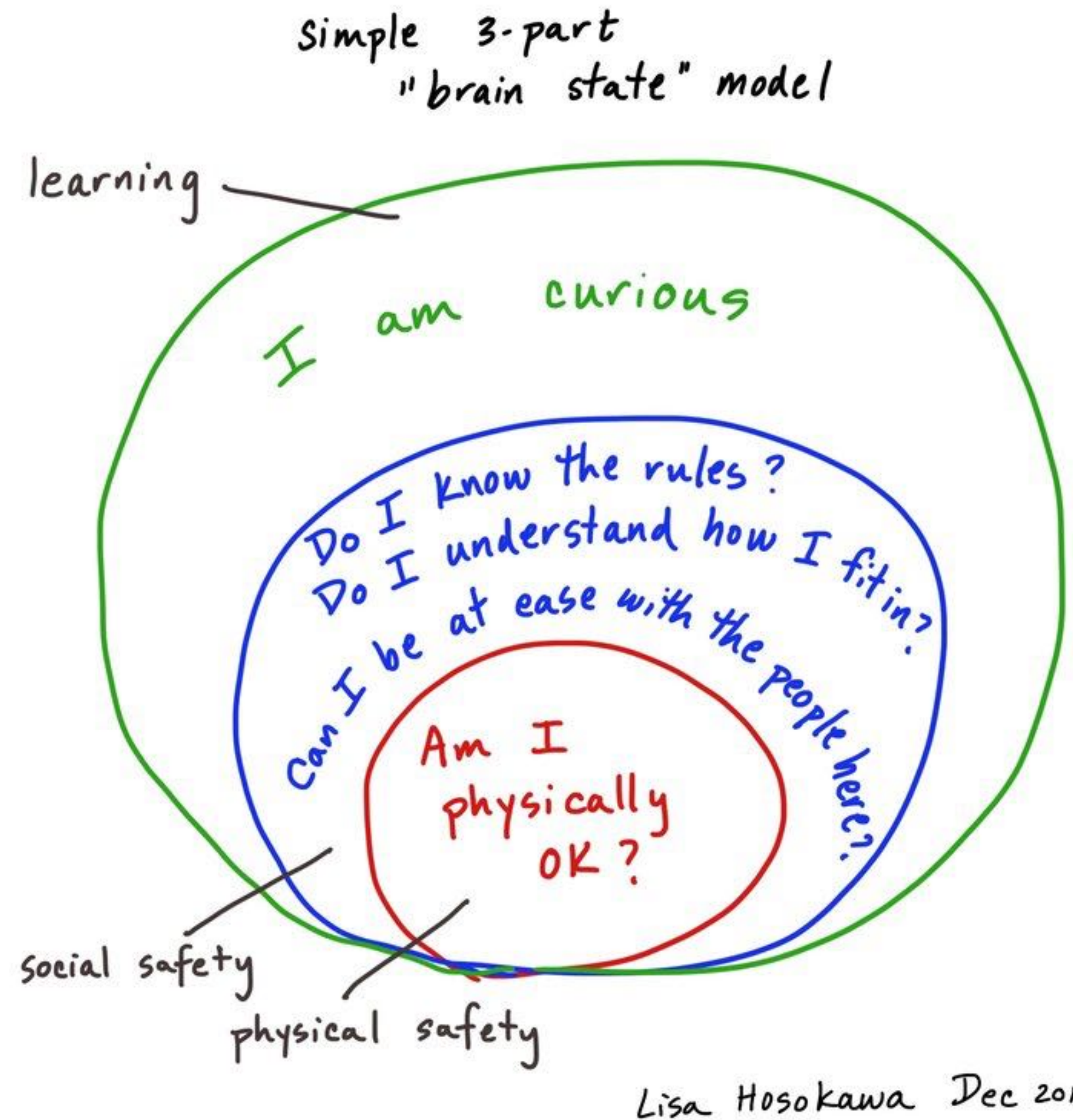
Mammal
Drama, Familiar Tasks



Human
Inspired, Love,
Compassion,
Authentic

Yardstick of my value?

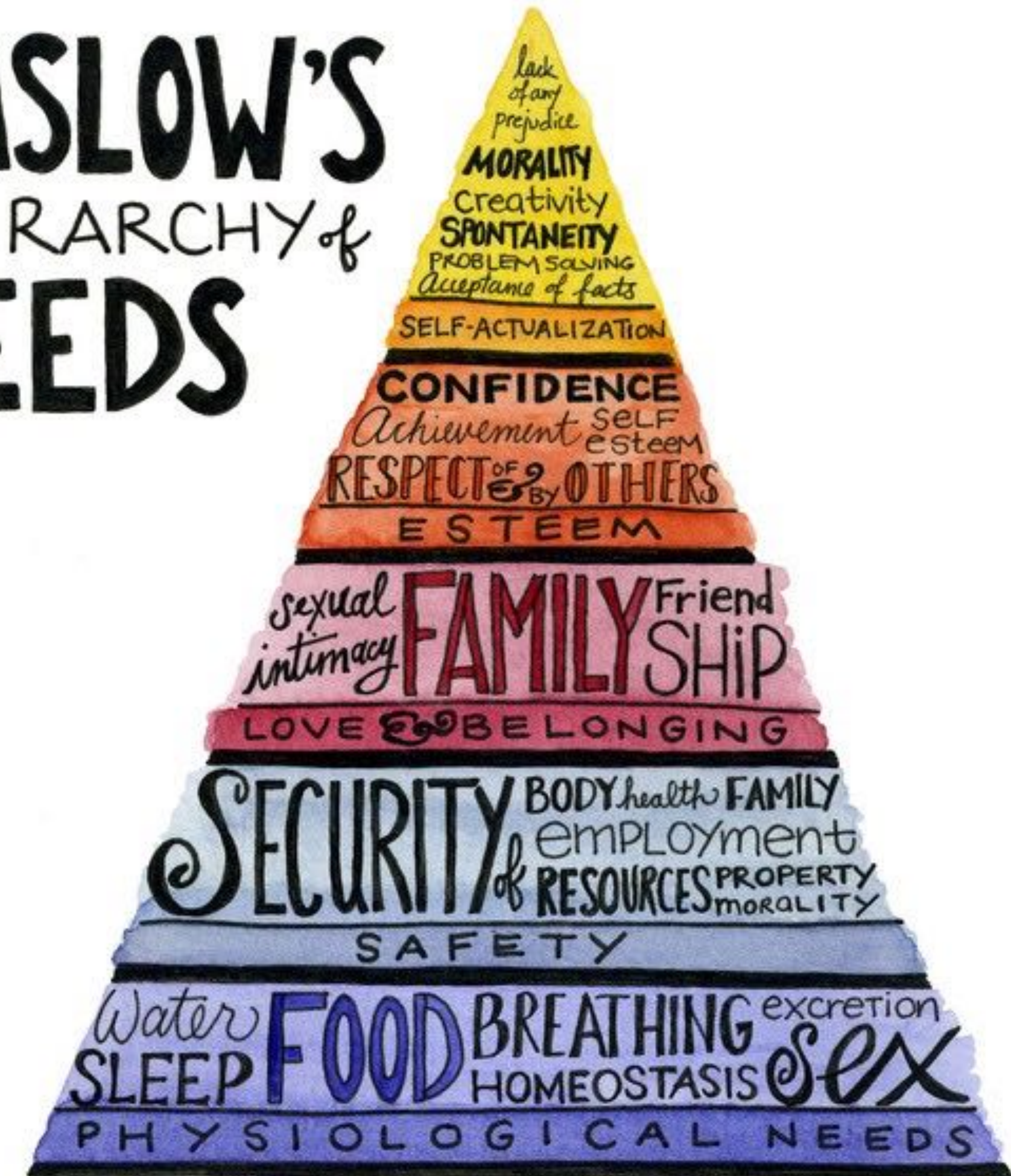
WHAT STATE I'M IN?



All I need, but I need this now!

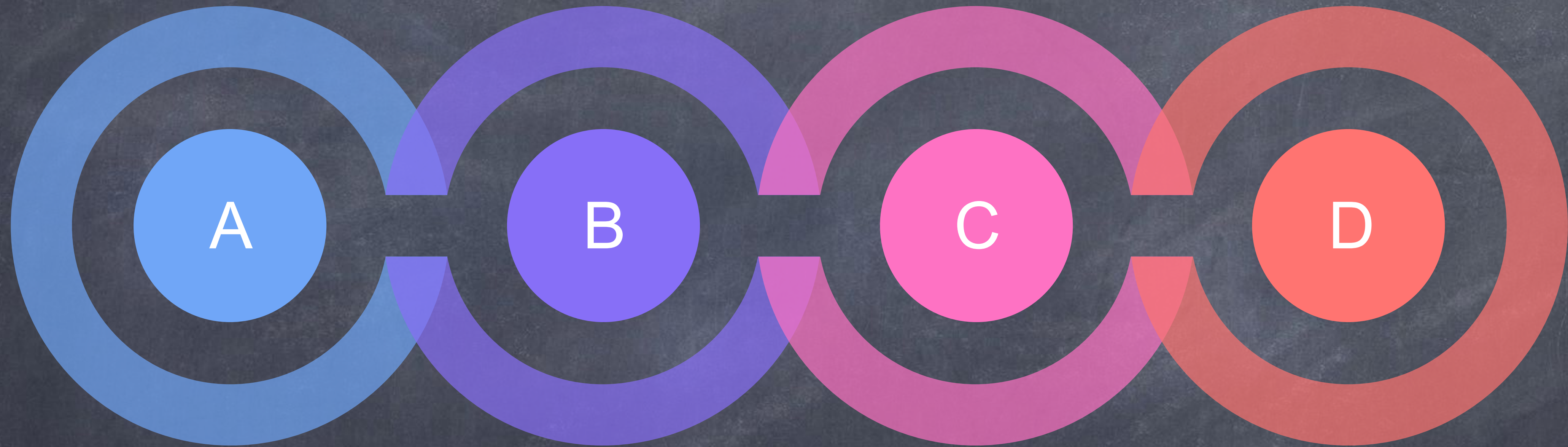
WHAT STATE I'M IN?

MASLOW'S HEIRARCHY of NEEDS



All I need, but I need this now!

Lifeline of Entrepreneurs

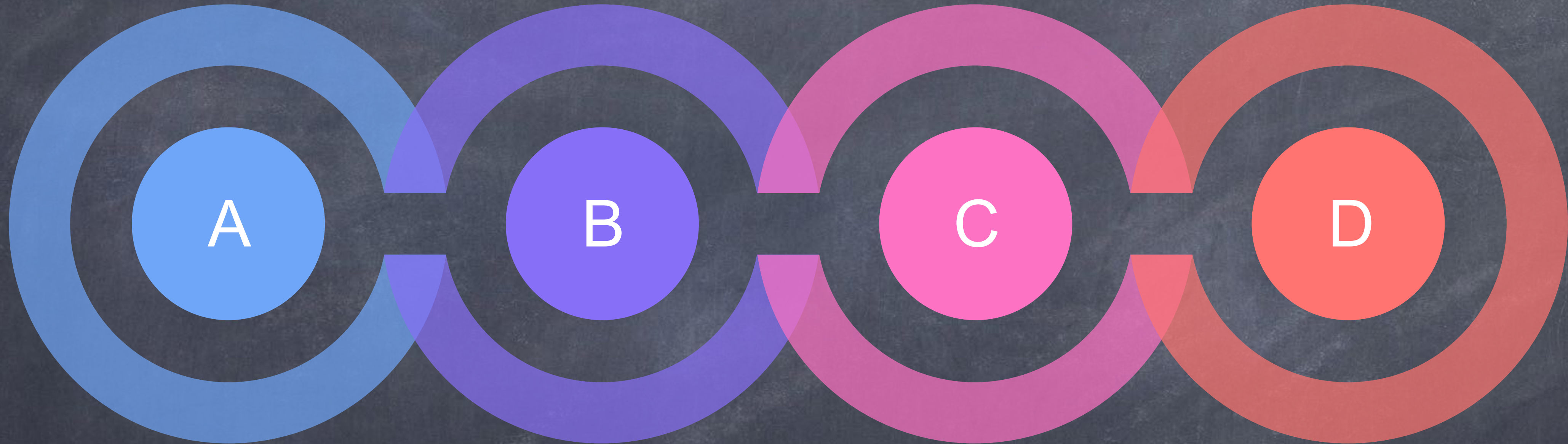


Aspiration

What are you here for?
What do you wish to build,
change, by When?

Courage

How do you jump, swim and
sail? How do you Prepare?



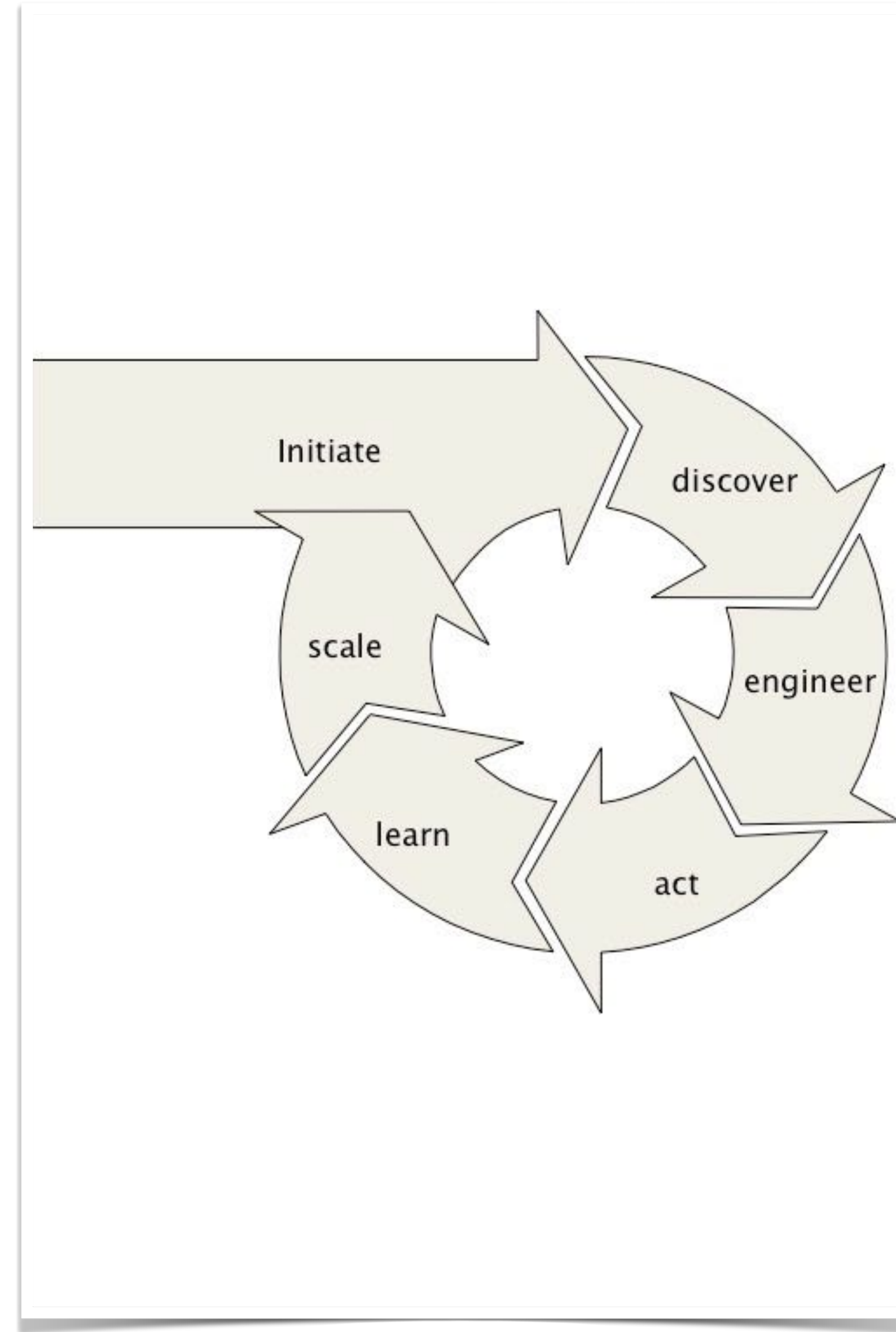
Blueprint

How are you going to do
it? What routes are you
going to take? Who helps
you?

Discipline

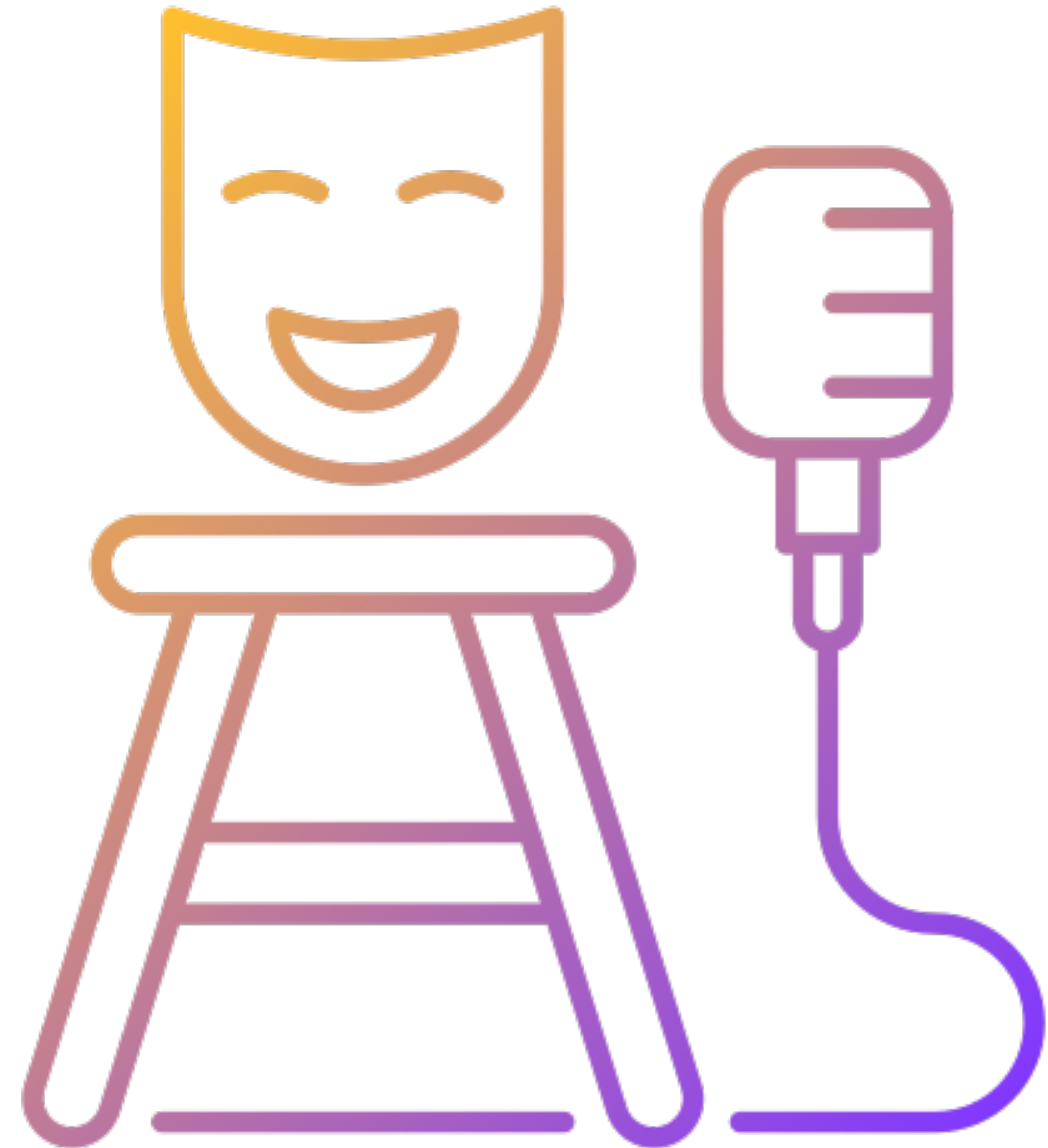
How do you follow-up and
Follow-through? Make and
Keep Promises

HOW TO DEVELOP



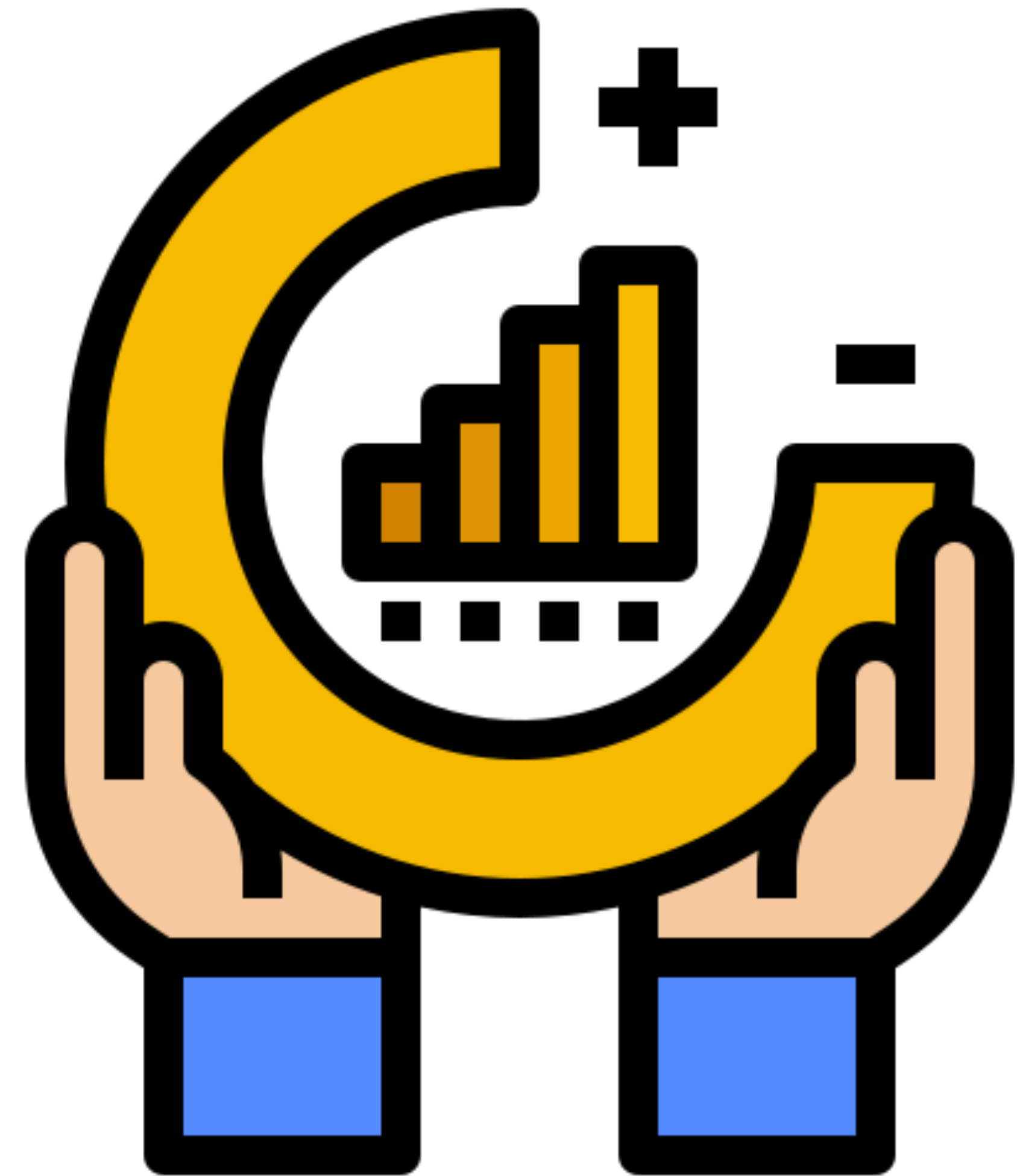
Wheel of life of an Entrepreneur

SHOWING UP AND



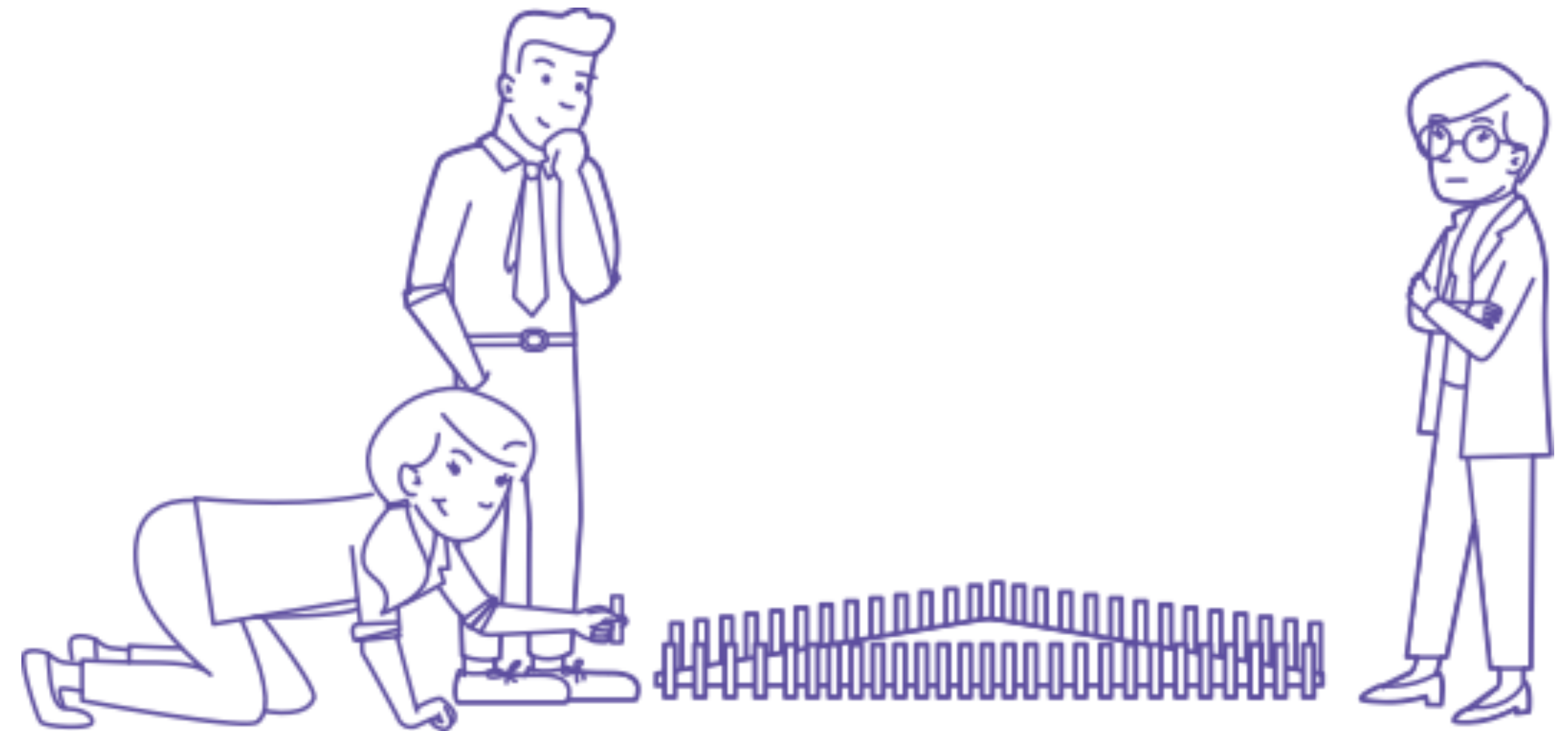
Bring Yourself, Kill your digital twin

DELIVERING THE VALUE



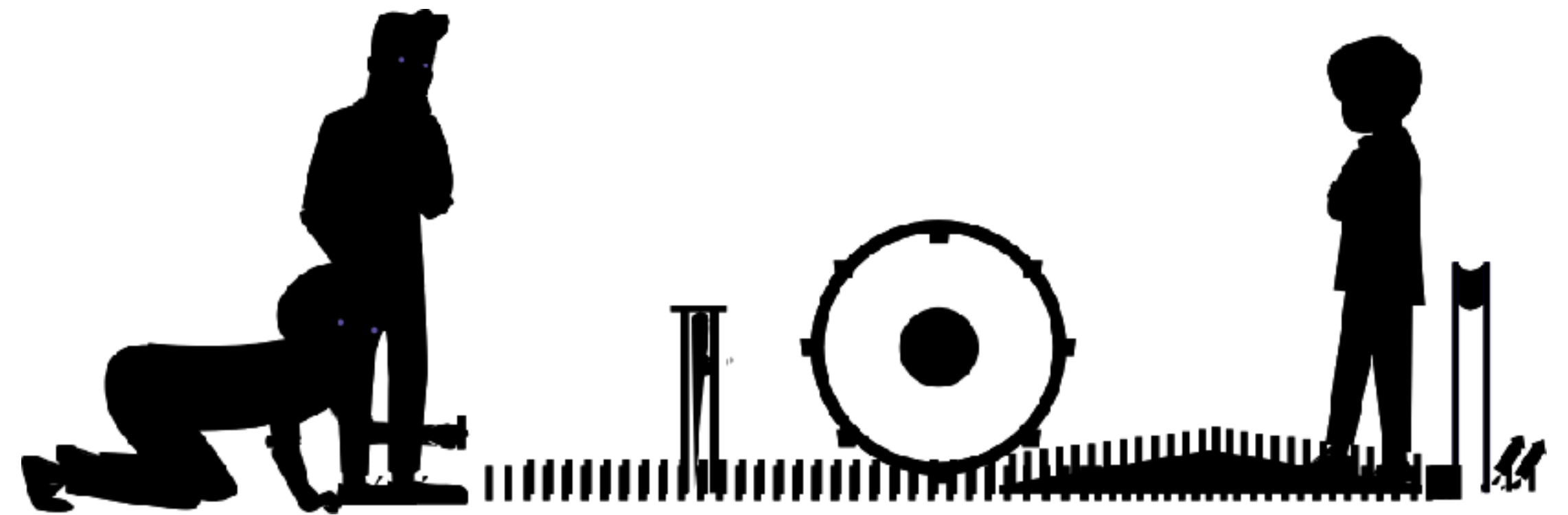
Focus on What matters most, not Novelty

Stand for what defines YOU



Setup for the run

Harvest the best at every step



What you sow, is what sprouts

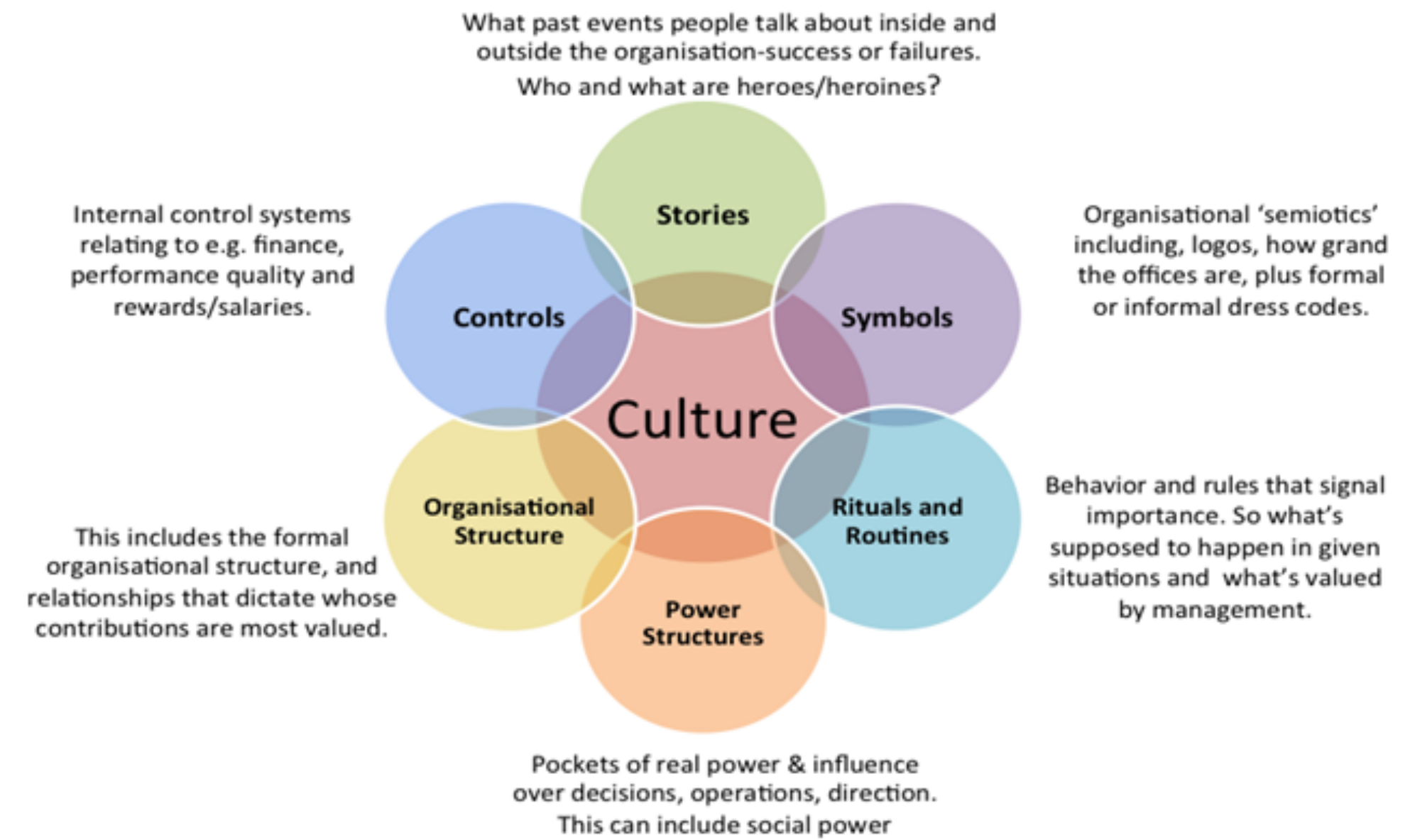
Own what matters to the company



Know Your Company, Customers & Competition

Invest in Self-experience

Johnson and Scholes Cultural Web



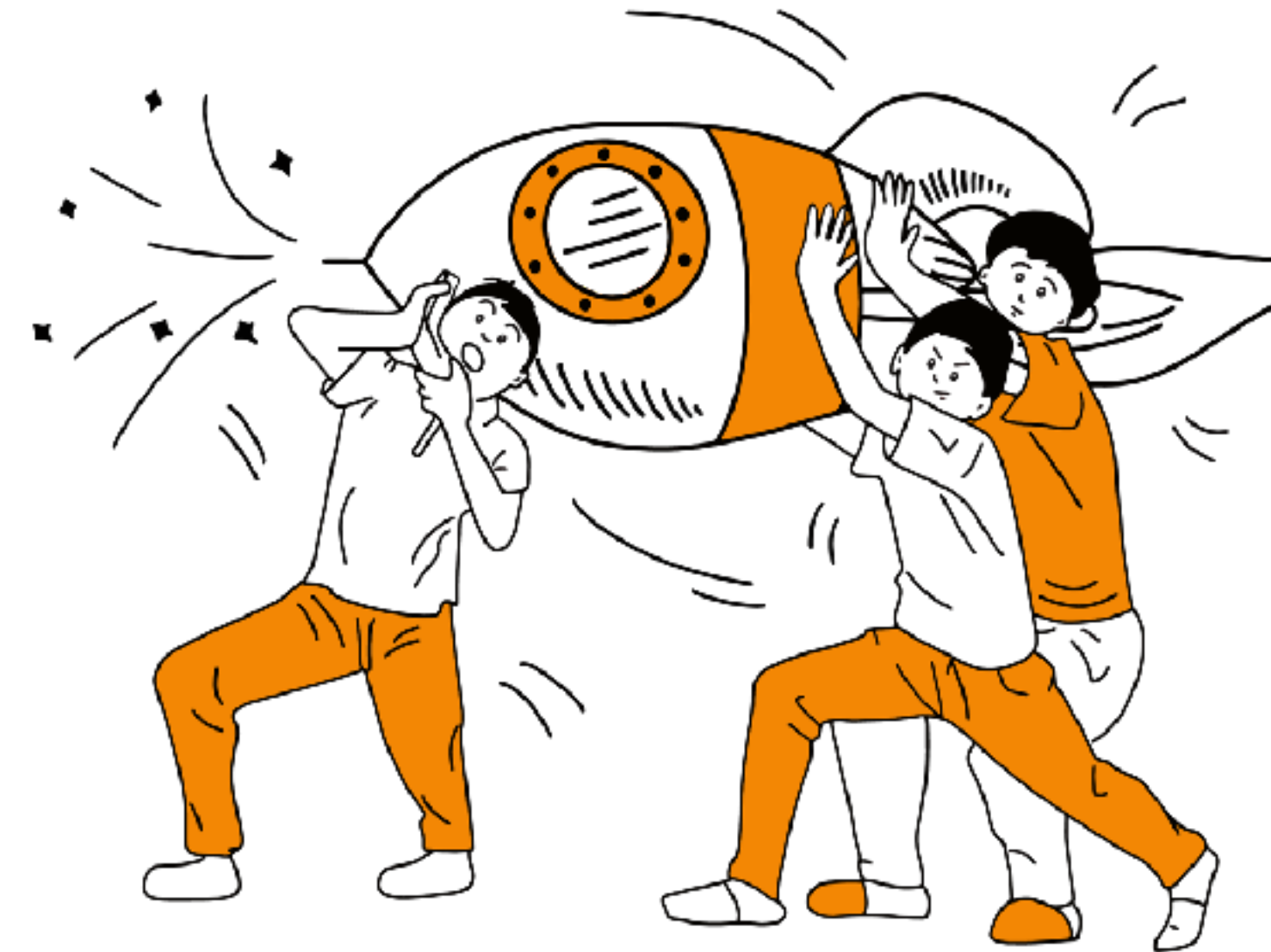
Seed and nurture what makes you tick

Navigate Corporate Structures



focus on what you need to get best results

Gear-up for shocks and surprises



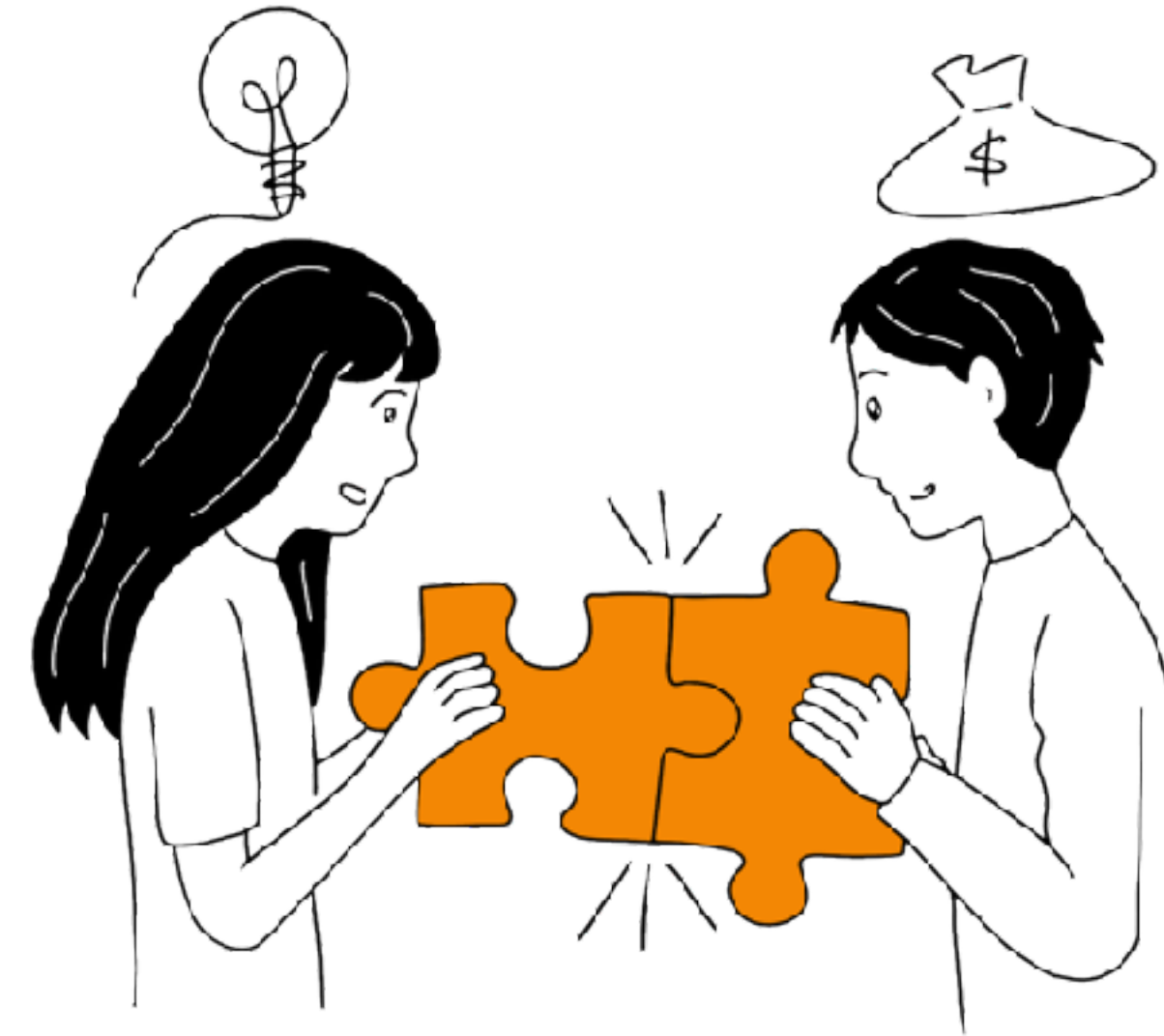
focus on why, what, how - not who

Unlock your potential



focus on performance, not optics!

Position for the cause that matters



keep priorities, professional

Anchor topics that are time-sensitive



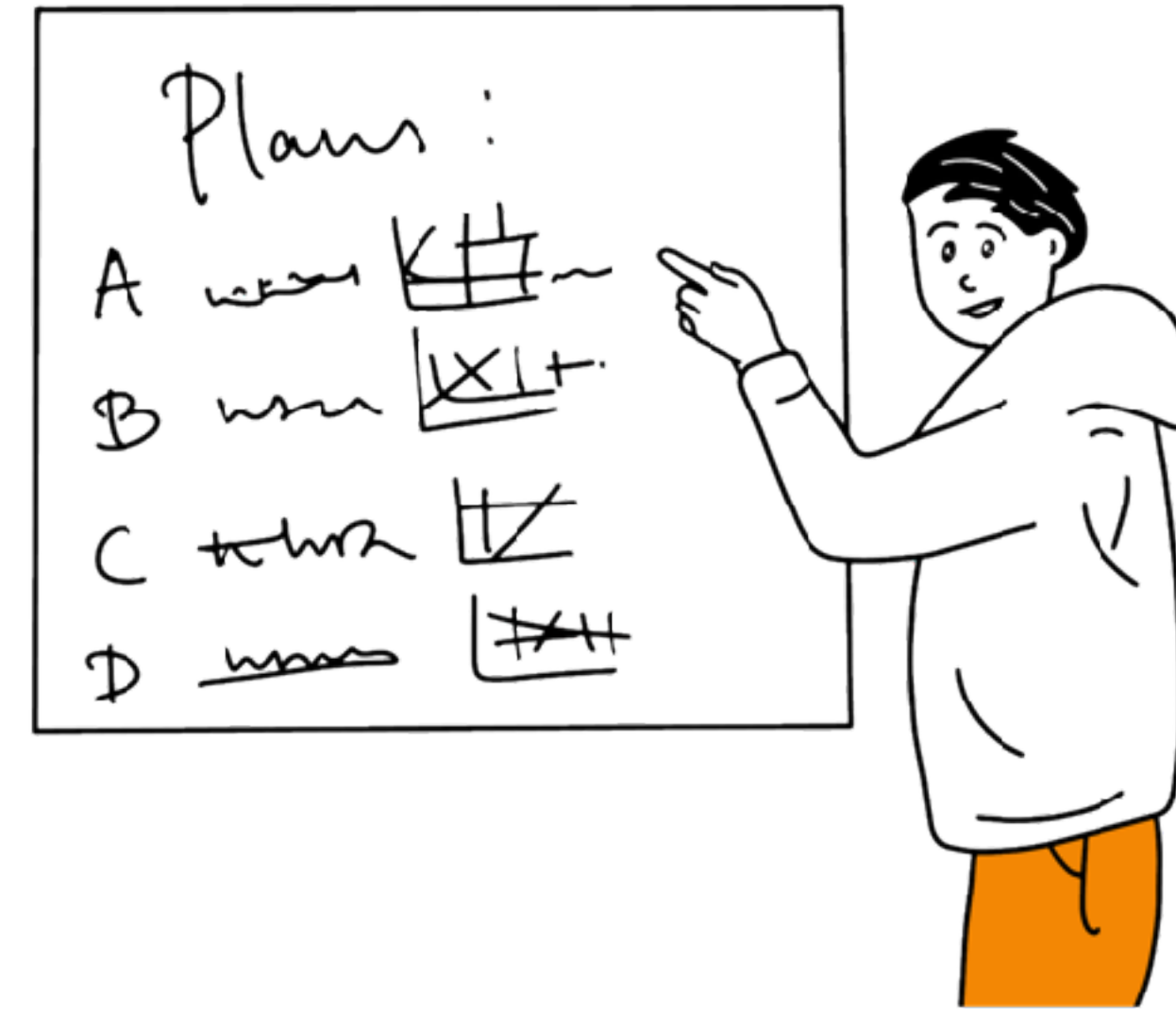
be open for ideas, problems & Opportunities

Nurture relationships across ladders



Be available, dependable & discrete

Discover hidden gems in the company



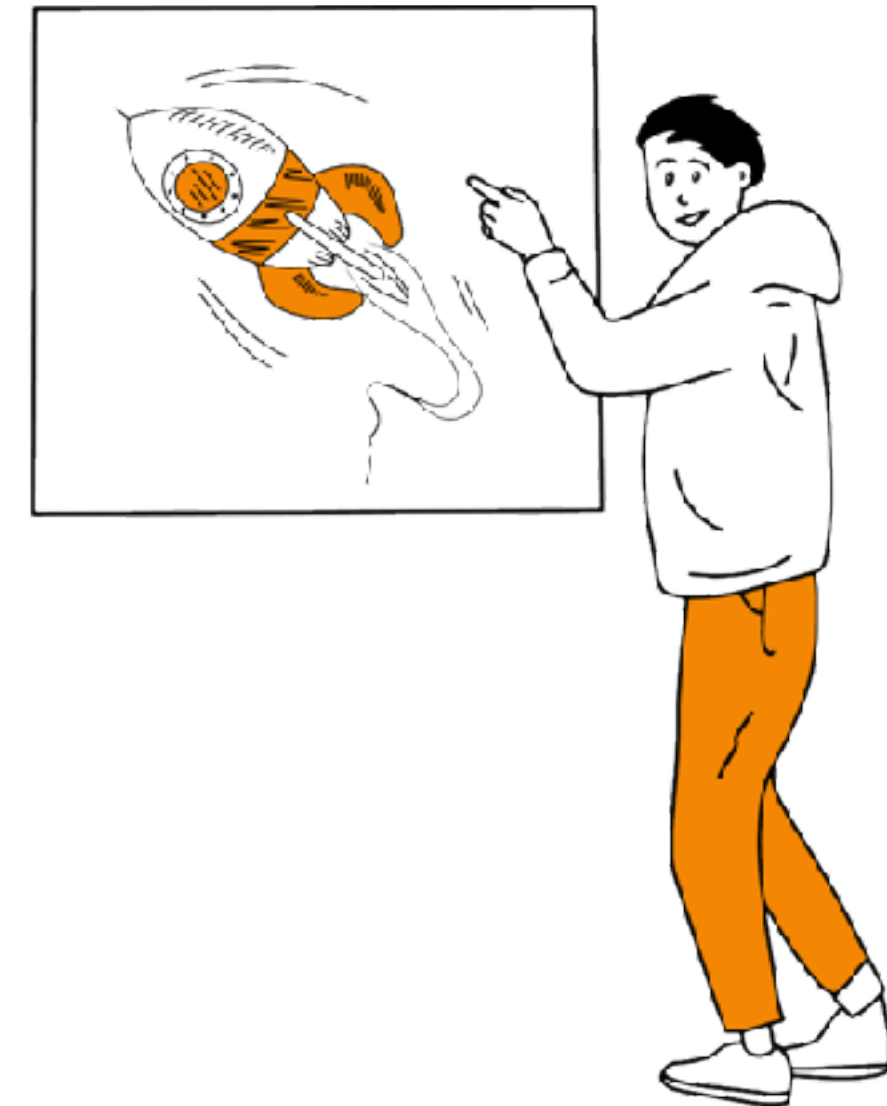
Anticipate, buffer, cultivate, deliver

Develop partnership & Alliances



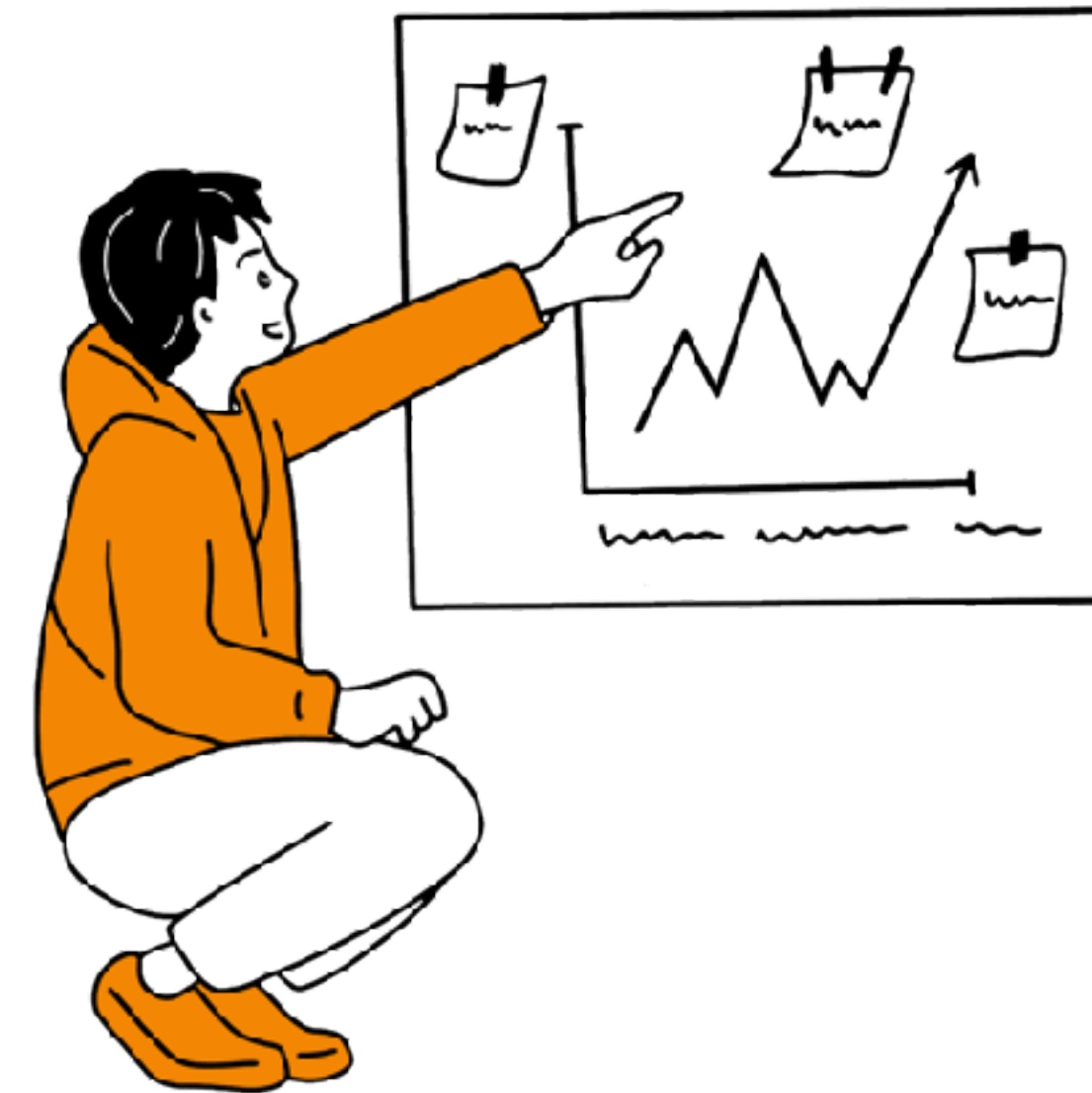
initiate, design, evaluate, act, learn, scale

Experiment value creation beyond line-of-duty



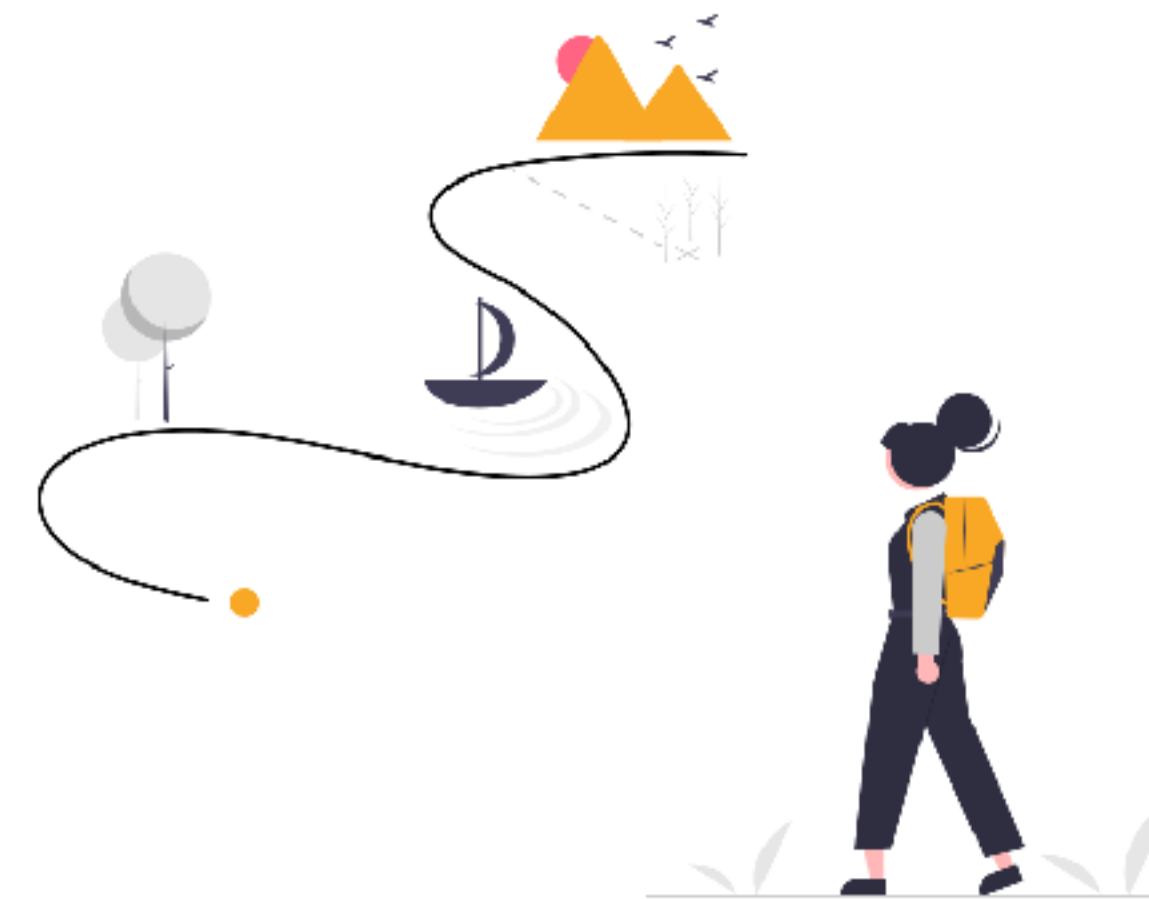
Contextual, clear and comprehensive

Learn ABCDs for effective value creation



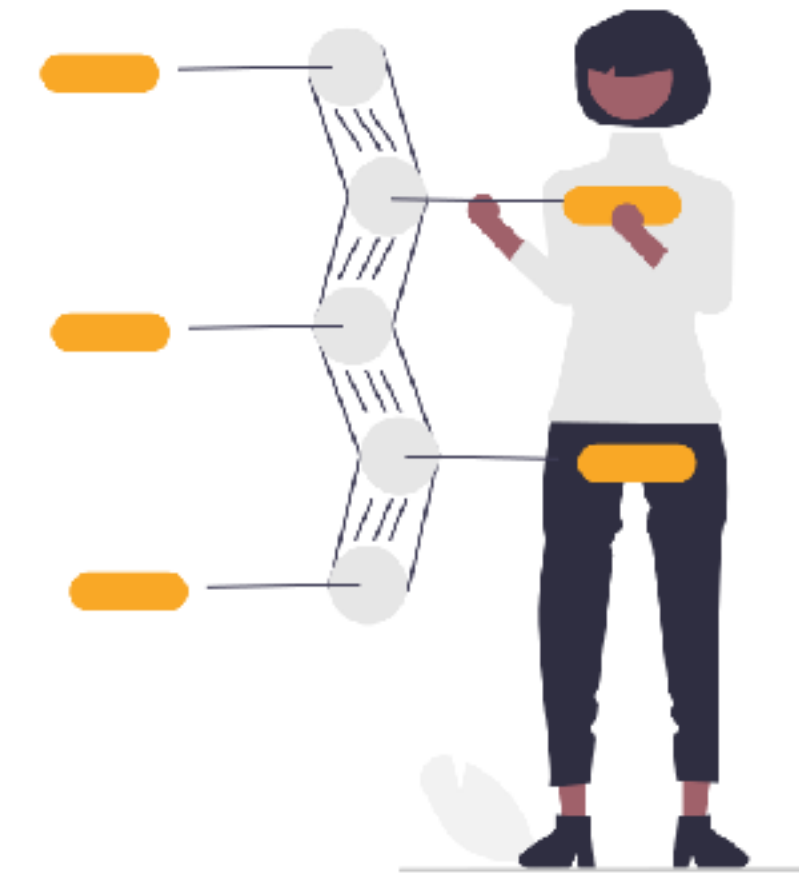
Focus on - Assumptions, Barriers, Constraints and Dependencies

Implement small changes to your routine



Climbing a mountain starts with being fit!

Validate your ABCDs and re-baseline



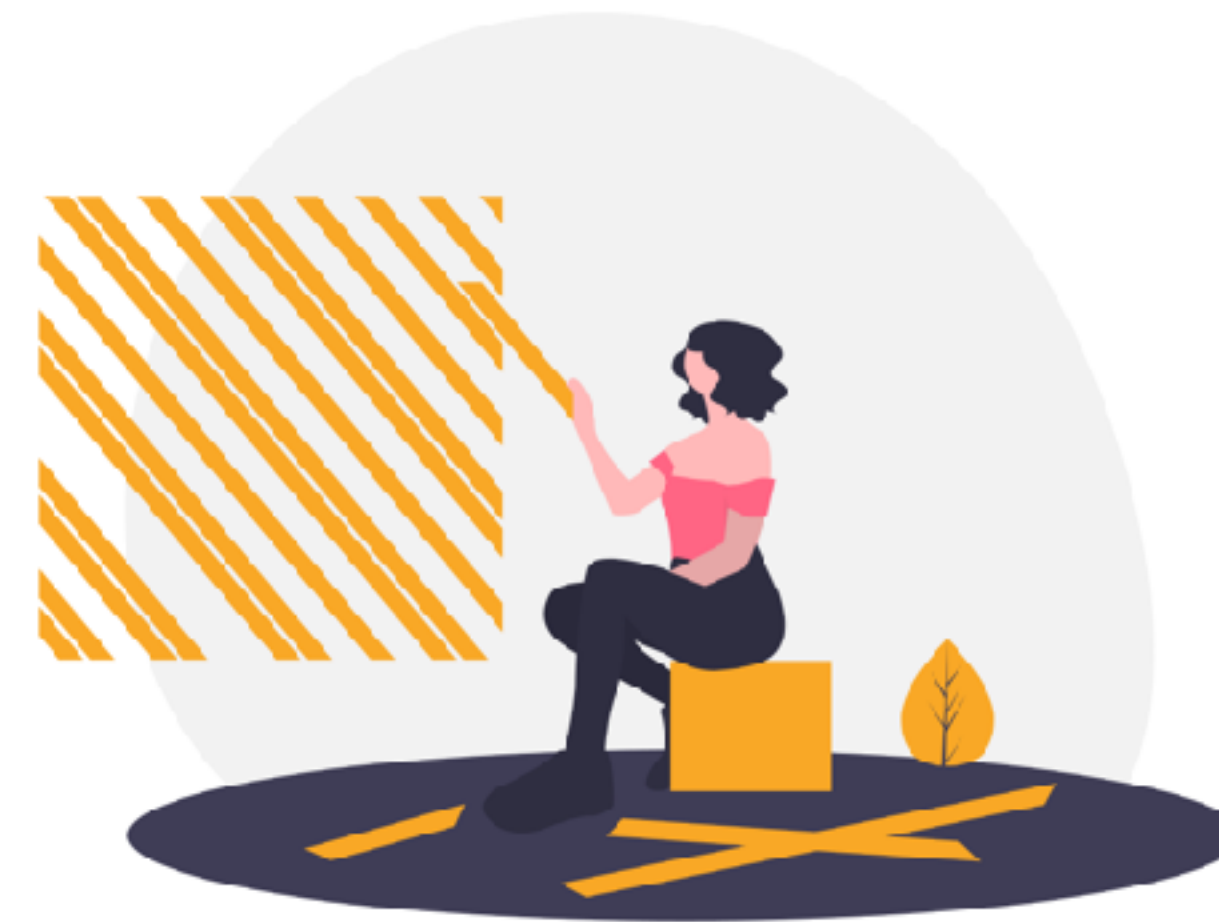
**Focus on your life line- Aspirations,
Blueprint, Courage and Discipline**

Engineer your success Sutra



**Let it be your guiding path for the
journey ahead...**

Renew/ re-engineer your approach to value creation



Review and baseline periodically

Introduce your value levers in daily routine



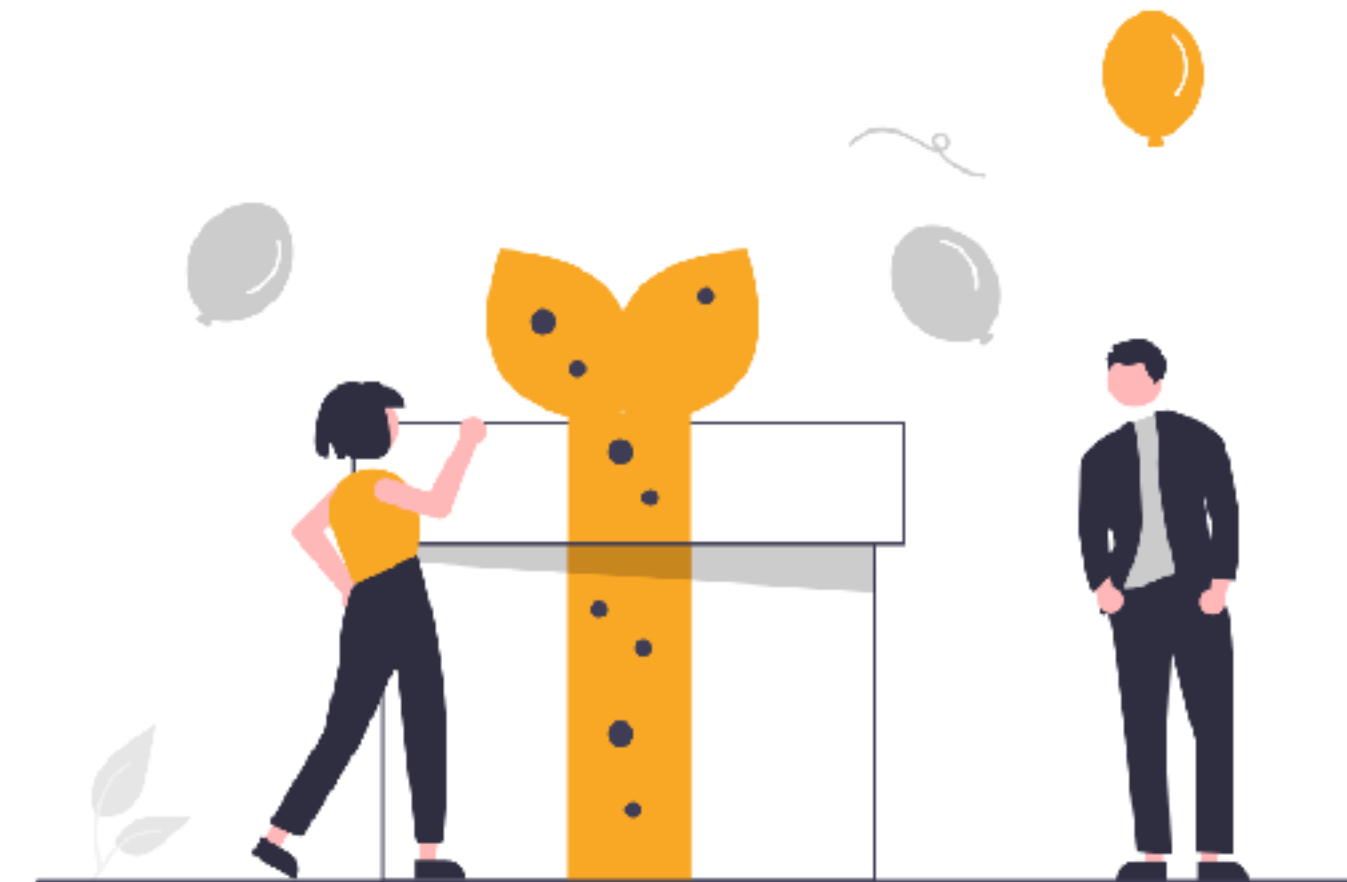
Practice, Persevere and Repeat

Normalise Innovation as core part of your line-of- duty



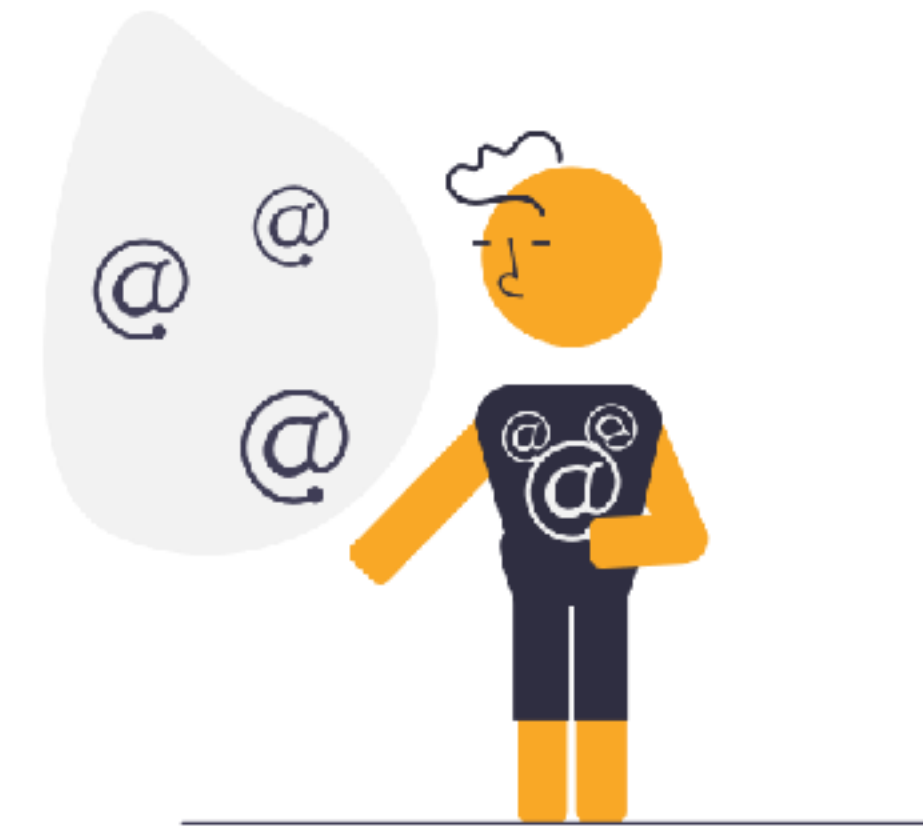
Challenge, Cultivate, Catalyse

**Gift/give-away
valuable solutions to
the needy.**



**Generosity is the fabric of
Entrepreneur**

Test usefulness of your innovations/ give-aways.



The value of innovation is in the use

Harvest fruits and feedback for next steps.



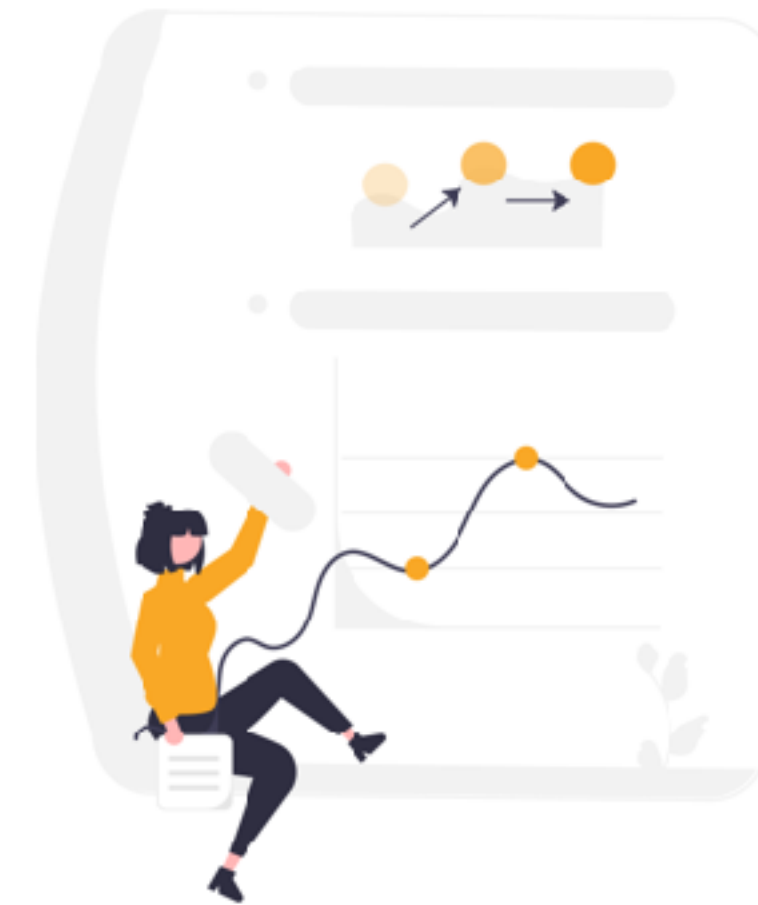
Care for results and the practice for better results

**Experience the
change in your
approach.**



**Fabric you wear leaves a mark on
your personality**

Visualise the possibilities of Significant impact.



Think big, act small. Value is a vector.

Articulate your vision, action and passion through work.



**Be SIMPLE. Sincerity-Integrity-
Meticulousness-Purposeful-
Learning-Empathetic**

Leverage learning, experiences and connections.



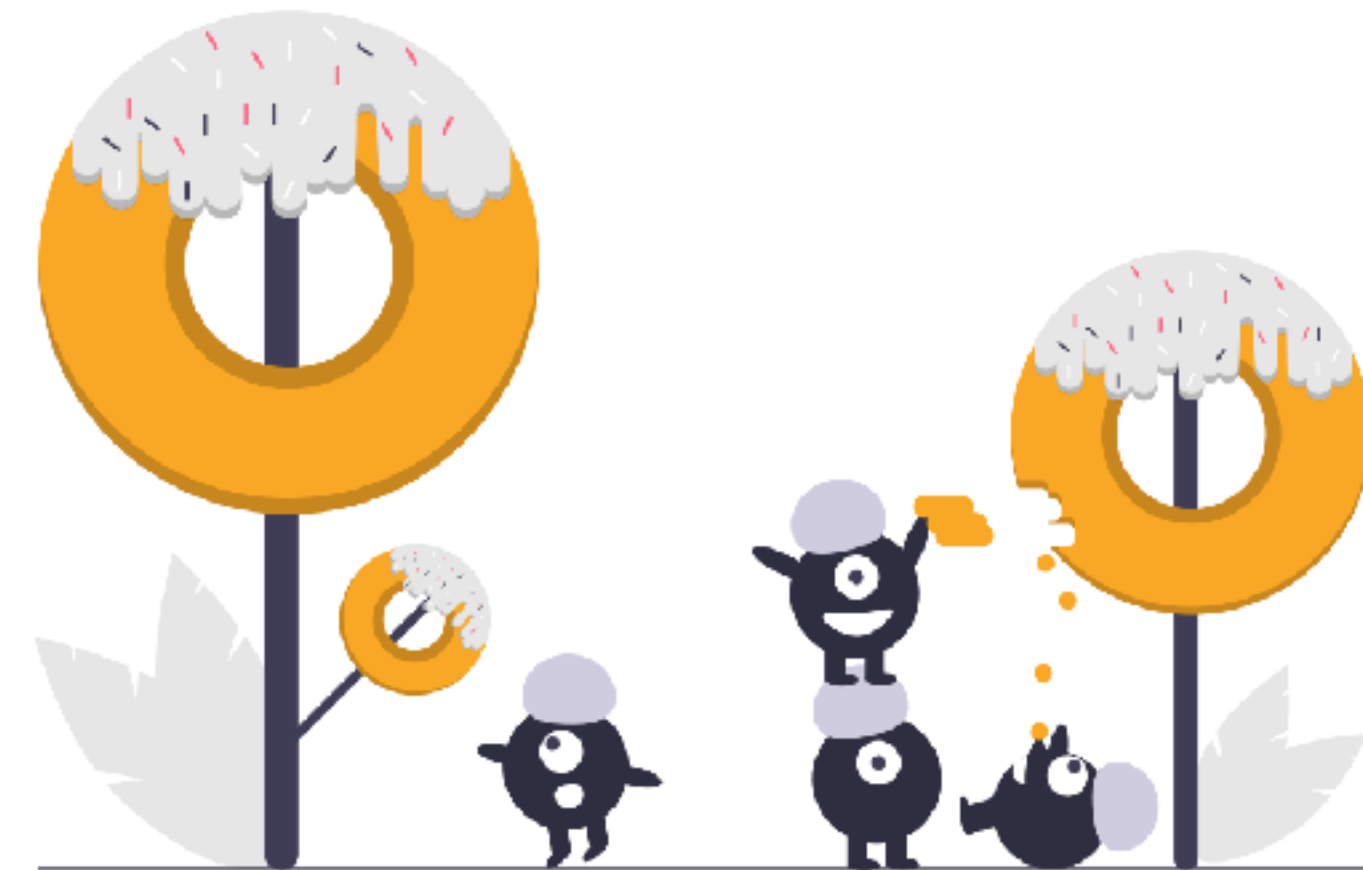
**Connect the dots. Build a Picture of a
better tomorrow for all.**

Uncover opportunities for inclusive growth.



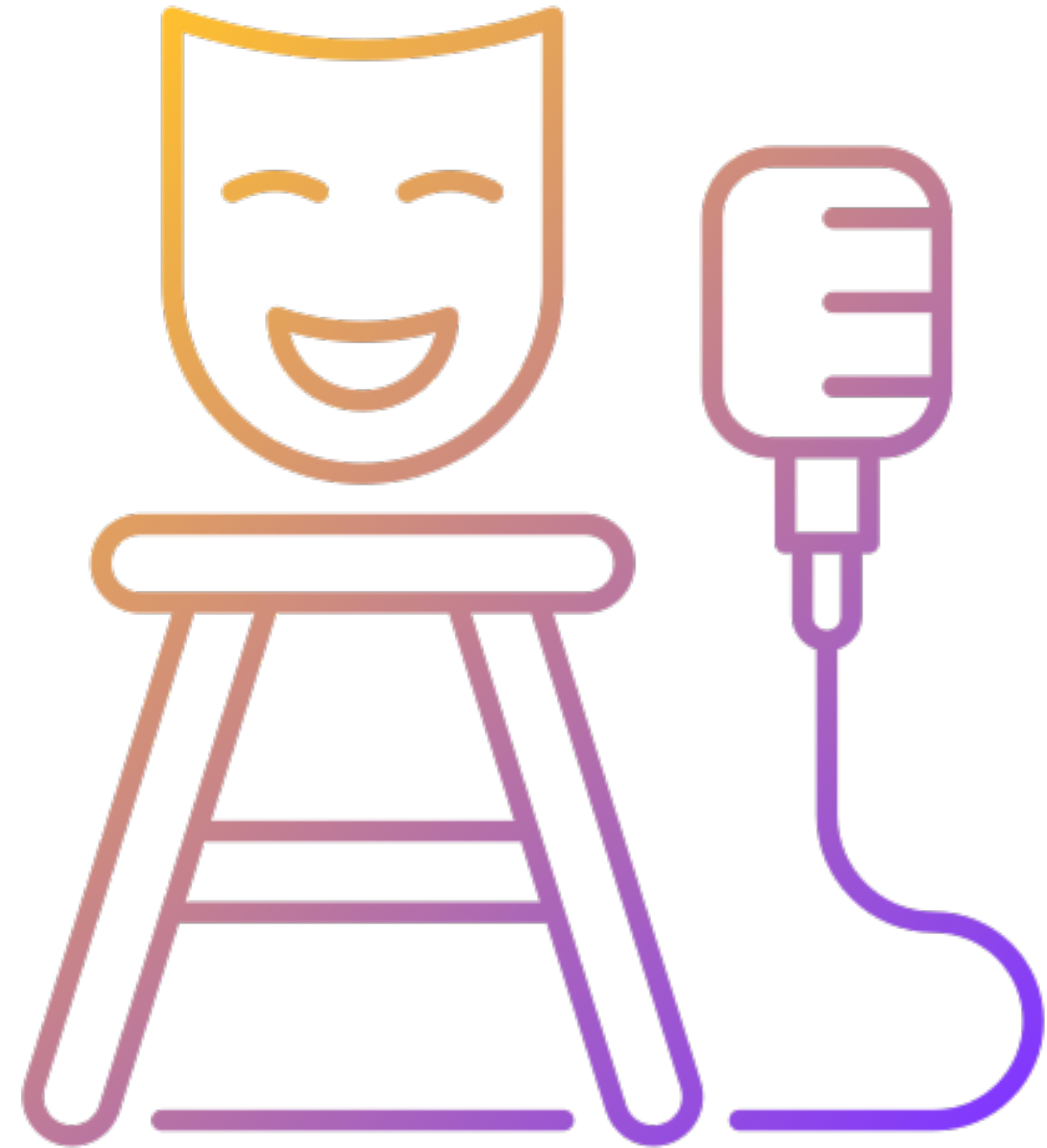
**Not everyone is made equal. But
essential.**

**Enthuse everyone
around to be their
better version.**



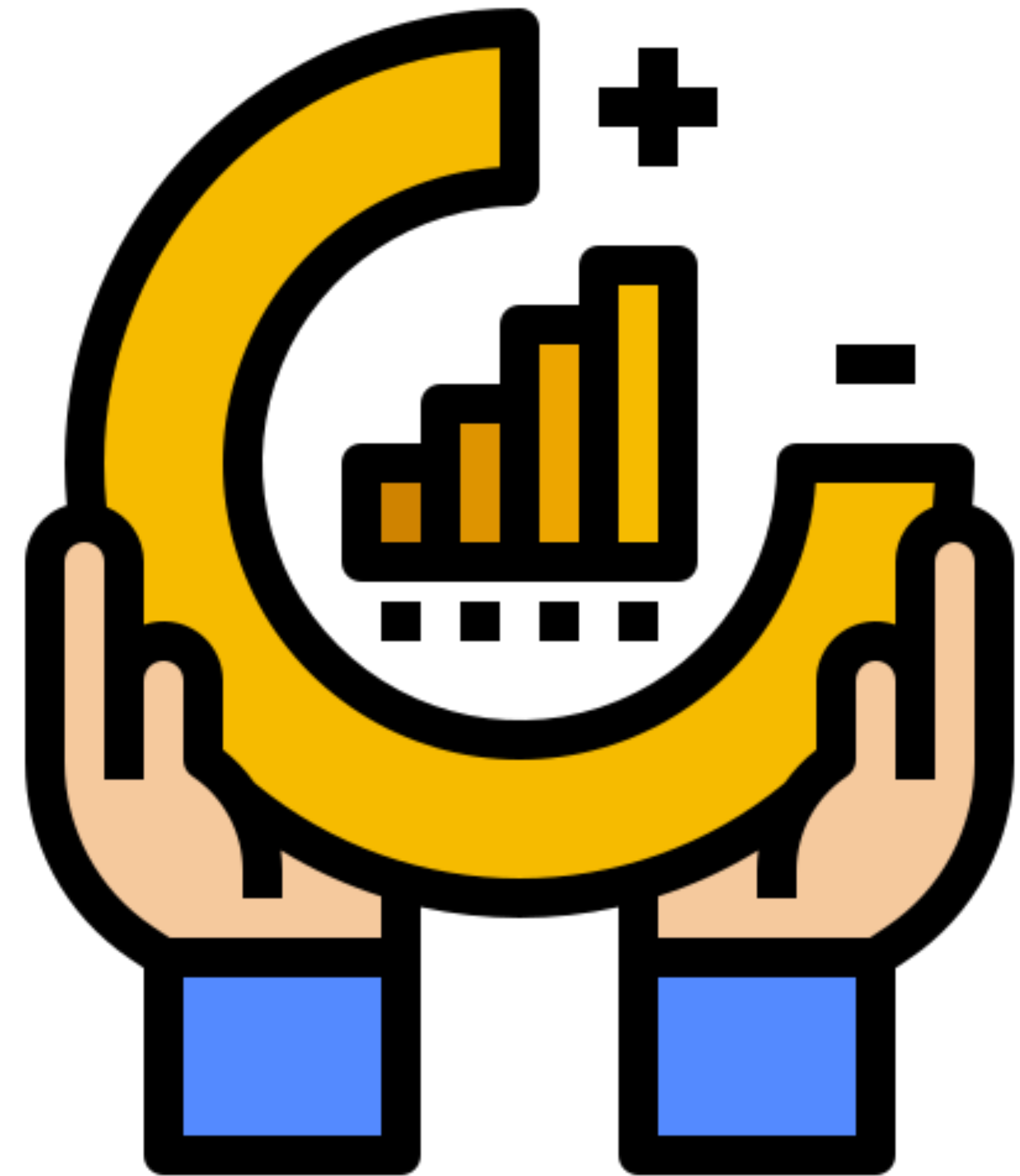
Show and Tell. Help and keep quiet.

SHOWING UP AND



Bring Yourself, Kill your digital twin

DELIVERING THE VALUE



Focus on What matters most, not Novelty

No matter our age,
our circumstances,
or abilities, each
one of us can

create
SOMETHING
remarkable
with our lives.

-Joseph B. Wirthlin



Making your ideas fly and find their home!

Pitch IT, Win IT

Dr MHebbar



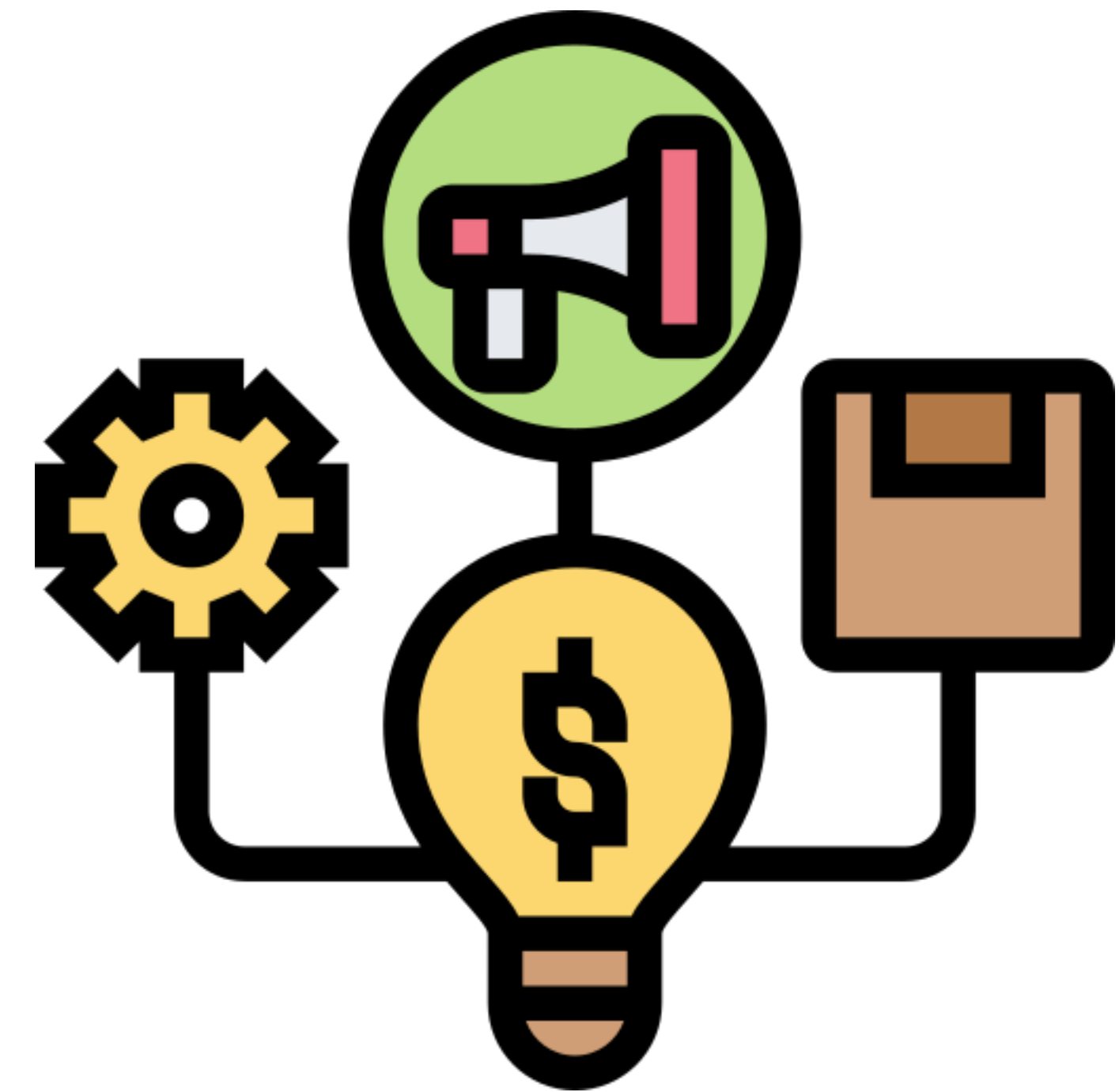
When everyone else's idea seems better and brighter than your own, you are taking two steps back, at a time.

Own yours and make it better and brighter. Win with yourself first, before racing with others.



Winning Ideas have three key components articulated clearly within the context of the company and its business...

1. Innovation - novelty
2. Importance - timing
3. Impact - value vs cost



Build your idea profile

Articulate the idea in your “natural style” but within the context

- Technology Enthusiast
- Creative Problem Solver
- Solution Expert
- Innovator
- Intrapreneur

Data-driven, reason-and-logic mode



Make it worth supporting

Pitch-IT well!

- Problem - worth solving
- Innovation - worth building
- Technology - worth using
- Change - it brings, what it Costs
- Hope - it builds

- Intuitive
- To-the-point

Data-driven, reason-and-logic mode



Add wings to make it fly

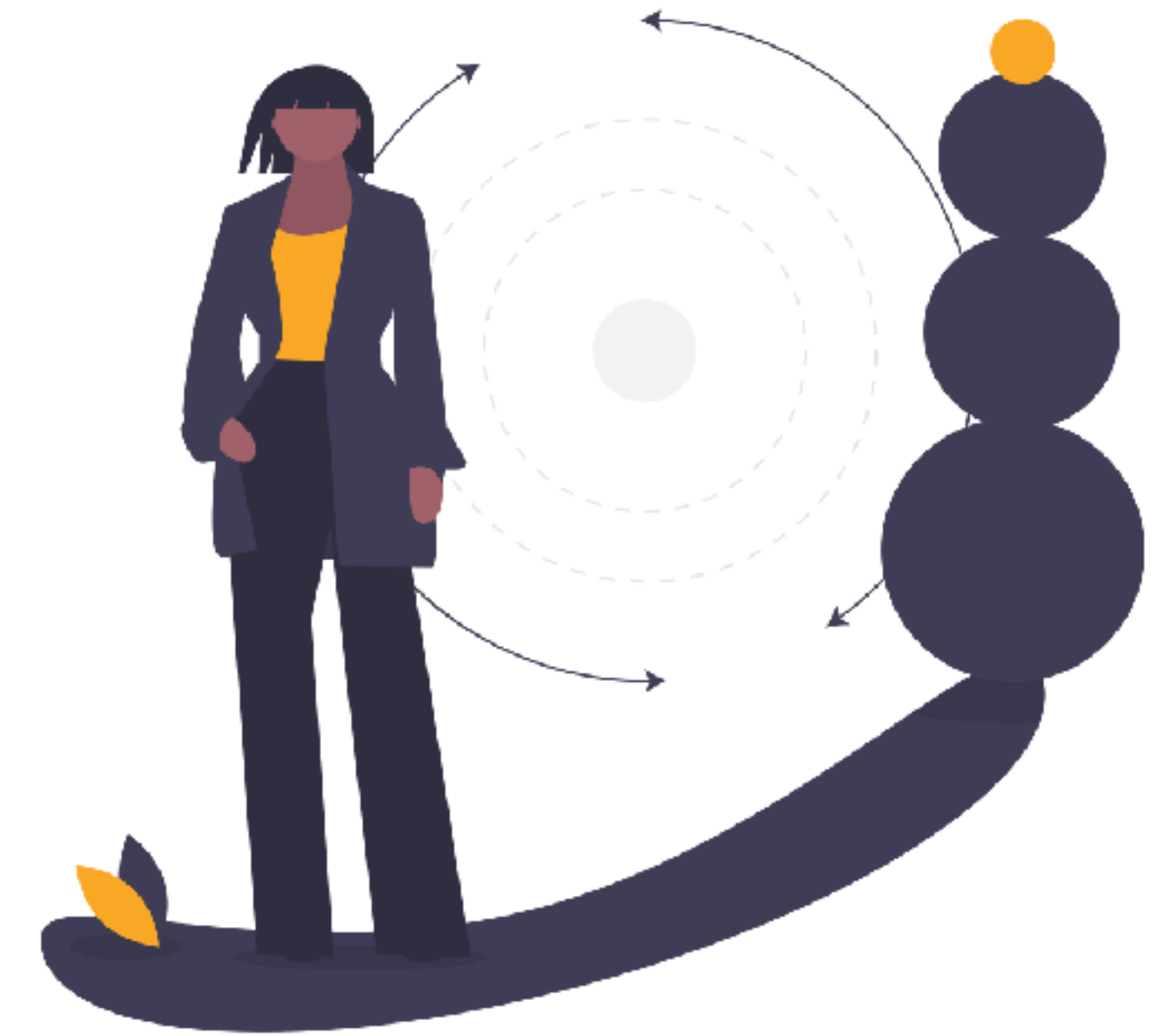
Script - Practice - Repeat

**Wider benefits,
deeper impact**



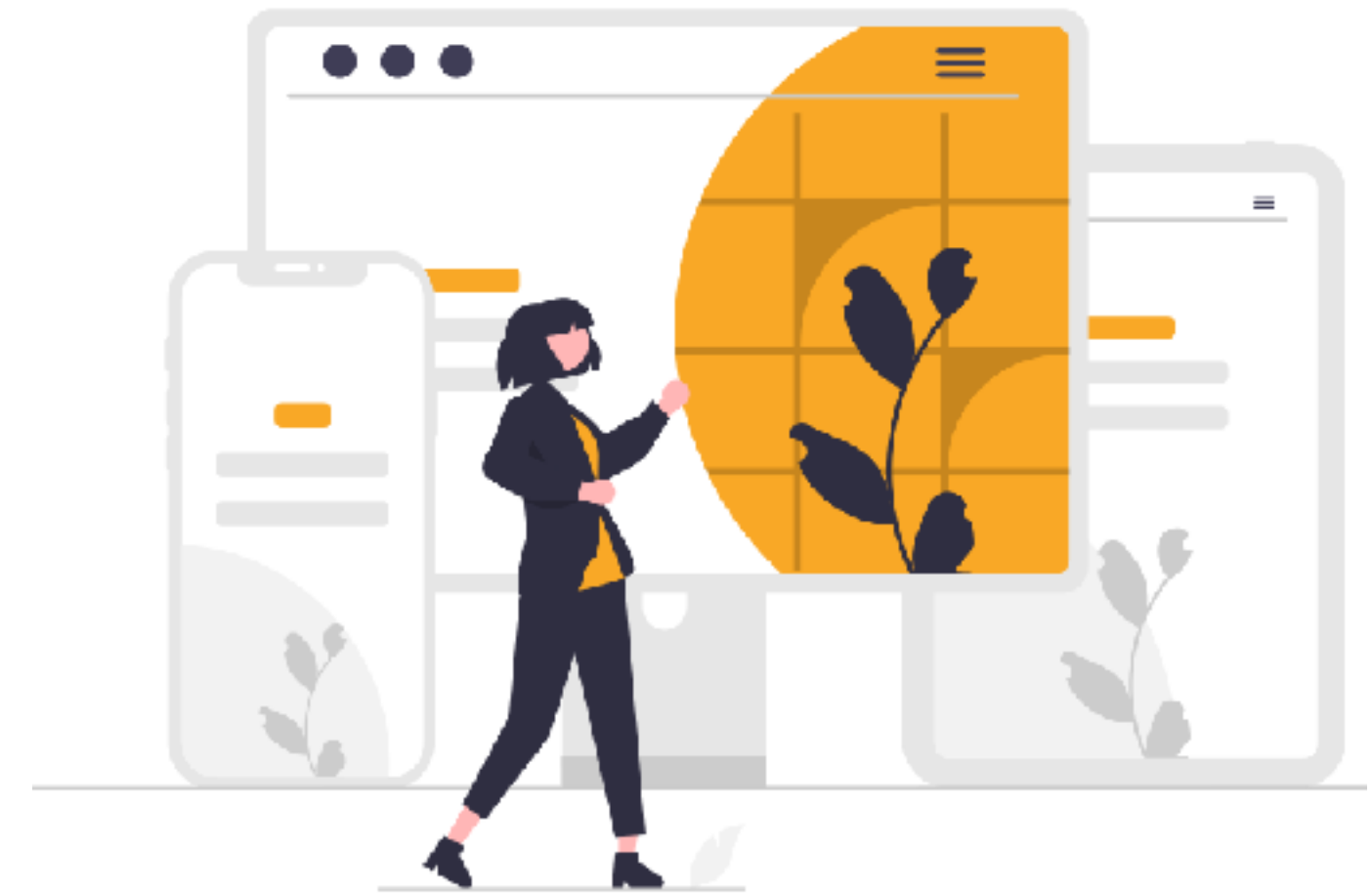
Wider the net, better the catch

**Interesting and
inclusive makes it
compelling...**



Convert concern into pride-factor

Natural fitment to your company, customers and market necessities



Fit for today, tomorrow and near future

Impactful and Test-worthy, gets a quick nod...



**Revenue, Margin, Market Share
Customer Delight, User Experience**

WIN IT!



How to live the life of an Entrepreneur within the company

Being an Entrepreneur in Residence

Dr MHEBBAR

be #NICE
be #REMARKABLE



**You can't help, but
get noticed!**

being NICE



**being Natural, Involved, Curious,
Empathetic**

being Remarkable



**being Responsive, Energetic,
Meticulous, Action oriented, Result
oriented, Knowledgeable,
Articulative, Brave, Learner, Explorer**

Enjoy
SHOWING UP
AND
DELIVERING
THE
VALUE



be a #dreamerdoer