

LSW
INTERNATIONAL

ENTREPRENEURIAL LEADERSHIP

24 - 25 JULY, 2007
TUESDAY & WEDNESDAY

HOTEL NIKKO
KUALA LUMPUR

All people are entrepreneurs, but many don't have the opportunity to find that out. **Muhammad Yunus** ` Nobel Peace prize winner 2006

KEY OBJECTIVES:

- Find out Why organizations need entrepreneurial leadership
- What entrepreneurial leaders do differently that adds up to the company's ROI
- Learn the critical factors that makes up the Entrepreneurial leadership attributes
- Energizing, empowering and coaching your human capital
- Opportunity-driven business development with entrepreneurial qualities
- Leading innovation and getting results

KEY ATTENDANCE:

**Directors, Vice Presidents,
General Managers, Heads,
Senior Managers, Managers &
Executives of:**

- Leadership Development Unit
- Organisational Development
- Human Capital Development
- Learning and Development
- Business Development
- All Business Units

In today's competitive business environment, a new type of "entrepreneurial" leadership strategy is required, quite different from management styles of the past.

Entrepreneurial leadership is leadership that is based on the attitude that the leader is self-employed. Leaders of this type:

- **take initiative** and act as if they are playing a critical role in the organization and energize their people
- **demonstrate entrepreneurial creativity**, search continuously for new opportunities and pursue them,
- **take risk**, venture into new areas and provide strategic direction and inspiration to their people,
- **take responsibility** for the failures of their team, learn from these failures and use them as a step to ultimate success and strategic achievement.

In this two days training workshop on **Entrepreneurial Leadership** you will:

- **Create a compelling vision** that incorporates purpose, core beliefs and values, essentially by revisiting the original mission statement of the organization
- **Develop innovation-driven strategies**
- **Design a complex and innovative web of relationships**, inside and outside the organization
- **Create a strong focus on uniqueness and differentiation** of every person, while nurturing a strong sense of interdependence, inside and outside the organization's culture.
- **Encourage spin-off enterprises** on the edge

This two days workshop will be facilitated by none other than the master of entrepreneurs himself, **Vadim Kotelnikov**. Vadim is the perfect case study of an entrepreneurial leader; just 'google' entrepreneurial leadership and you will find him. With Vadim at the helm, the workshop promises to be **lively, interactive** and **filled with juicy insights** into implementing and growing entrepreneurial leaders in your organization.



CASE STUDIES

- GE
- British Petroleum
- Silicon Valley Firms
- Infosys
- DELL
- Charles Schwab
- Corning
- Thermo Electron

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PROGRAM OUTLINE

DAY ONE

- ◆ **Assessing why an Organisation needs Entrepreneurial Leadership**
 - Rapidly Changing Global Scenario
 - Knowledge-based Enterprise versus Industrial Enterprise
 - New Company—Employee Partnership
 - Shift from Management to Leadership
 - Entrepreneurial Organisation: Challenges, Opportunities and Strategies
 - Entrepreneurial Organisation: Building Attributes and Delivering Results
- ◆ **Addressing what Entrepreneurial Leaders Do**
 - Leader as an Entrepreneur: Ten Key Action Roles
 - Strategic Leadership: Generic Role and Main Functions
 - Results-based Leadership
 - The Four E's of Leadership
 - Leading Change
 - Why Change Fails
 - The Eight Stage Change Process
 - Making Big Changes: Ten Questions to Answer
- ◆ **Evaluating Entrepreneurial Leadership Attributes**
 - Being a Leader Means, Above All...
 - Leader as an Entrepreneur: Talent, Temperament and Technique Synergy
 - General Leadership Attributes
 - Entrepreneurial Leaders: Specific Attributes
 - 80/20 Thinking
 - Entrepreneurial Creativity
 - Five Steps to Entrepreneurial Creativity

DAY TWO

- ◆ **Energizing, Empowering and Coaching - Cascading Downstream**
 - Employee Empowerment: Three Levels
 - Energizing Employees: Four Principles
 - Effective Coaching; Definition and the Keys to Success
 - Coaching in the Workplace: List of Activities
 - Inspiring Employees: Four Key Strategies
- ◆ **Opportunity-driven Business Development with Entrepreneurial Qualities**
 - Strategy Pyramid vs. Strategy Stretch
 - Choosing between Strategy and Opportunity Approach
 - Corporate Management vs. Venture Management
 - Strategic Achievement
 - Organising Rapid Opportunity Search
 - Moving with Speed
 - Ten Steps to Develop Entrepreneurial Staff
- ◆ **Leading Innovation with newfound Entrepreneurial Leadership skills**
 - Radical Innovation
 - Radical Project Management (RPM)
 - Internal and External Ventures
 - Innovation: The Key Players
 - Leading Systemic Innovation
 - Creative Leadership
 - Loose-Tight Leadership
 - Brainstorming: Techniques to Develop Solutions
 - The Fun Factor
 - Tips for Making the Vision a Reality

Sessions on both days will be injected with fun group activities, interactive sessions and a showcase of tried and tested Case Studies.

Training Schedule

8.30 a.m. - Registration	9.00 a.m. - Session Begins	10.30 a.m. - Coffee Break	11.00 a.m. - Session Resumes	1.00 p.m. - Lunch
2.00 p.m. - Session Begins	3.30 p.m. - Coffee Break	4.00 p.m. - Session Resumes	5.00 p.m. - End of Session	

TRAINER'S PROFILE

Vadim Kotelnikov

Personal Life-Business Synergy web site: www.kotelnikov.biz

Inventor, Author and Founder

Ten3 Business e-Coach – Inspiration, Innovation, and Growth Unlimited!

www.1000ventures.com

Life-Business Synergy e-Coach

www.1000advices.com, www.sucess360.com

Global Ten3 Network – Developing Global Virtual Venture Valley #1 (VVV1)

www.ten3.com

Global Leader

Ten3 Business e-Coach is the World's #1 – and actually **the only!** – inspirational business e-coaching resource for modern business leaders, venturepreneurs, innovators, business consultants, and trainers. It inspires entrepreneurial creativity and leadership, facilitates systems thinking, and helps you discover innovative business synergies.

Over 10,000 people from all over the World visit free version of Ten3 Business e-Coach every day.

Global Customers

Organizations and individuals from more than 100 countries buy inspirational Ten3 Business e-Coach and Smart & Fast Ten3 Mini-courses. Among customers of Ten3 Business e-Coach are such global leaders as 3M, ABB, Adidas, Alcatel, American Express, Bayer, Boeing, British American Tobacco, BP, Canon, Cisco, Colgate, Corning, Deloitte, Ernst & Young, Fujitsu-Siemens, GE, GM, Goldman Sachs, HP, Hitachi, Hyundai, IBM, Intel, Johnson & Johnson, JP Morgan Chase, KPMG, Lufthansa, Microsoft, Motorola, Nokia, Oracle, Prudential, Samsung, Shell, Sony, Union Bank of Switzerland, and many leading business schools.

Global Expertise

Vadim Kotelnikov has been providing international business consultancy and training services since 1990. He has worked in 50+ countries.

Scientific Degrees

MSc Cybernetics, MSc Economics, PhD Economics



- * President
Global Incubator of
Venture and Innovation
Strategies (GIVIS), USA
- * CEO
Ten3 East-West, Russia
- * Principal
Ten3 NZ Ltd.,
New Zealand
- * Principal
Ten3 Consulting,
Germany
- * Director General & Board
Member Congress
Prominvest, Russia
- * Board Member, Indiaco,
India
- * Advisor
ICSTI, an International
Organization

I am a great fan of your e-Coach and it motivates me to drive my carrier in IP & Innovation management.

*Pinaki Ghosh
Infosys Technologies
Limited, India*

Universities and Schools of Business should have this (training tools) as a standard resource.

*A.Wein
Entrepreneur Consultant &
Professor, RMIT University*

Your approach is inspiring and I wish to work with you as mentor or advisor.

*Rona Putnawe
National Trade Union
Congress, Singapore*