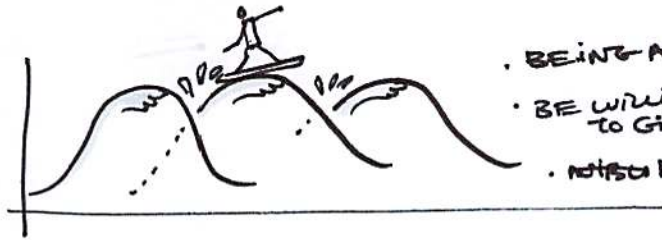
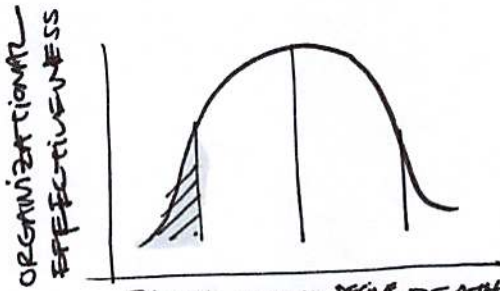


BUSINESS MODEL & STAKEHOLDERS

RESIDENCY 4.



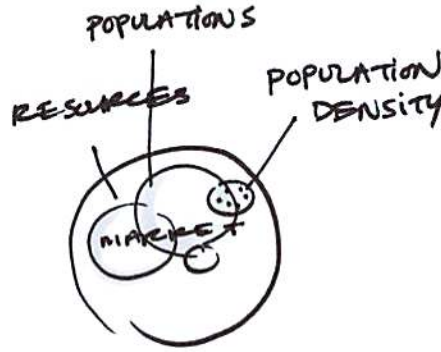
- BEING ABLE TO LOOK AHEAD.
- BE WILLING TO GIVE UP OLD MARKETS
- ALSO NIMBLE & FLEXIBLE.



ORGANIZATIONAL BIRTH.
founding of an organization
in VERY FRAGILE PHASE.

- BIGGEST RISK & GAINS.
- LACKS FOR FORMAL STRUCTURE.

* WHICH TEAM TO WORK ON.



POPULATION FOR ORGANIZATIONS & THE RESOURCES THAT ARE BEING COMPETED FOR.

ORG. GROWTH IS DEPENDANT FOR RESOURCES REVENUE TALENT / SKILL.



ORGANIZATIONAL GROWTH.

- GROW BY SPECIALIZING OR BY BEING A GENERALIST.

GOOD TO GET INTO MARKET EARLY.

MATURE MARKET.

assets head count OPTIMAL FINANCIAL RATIOS.

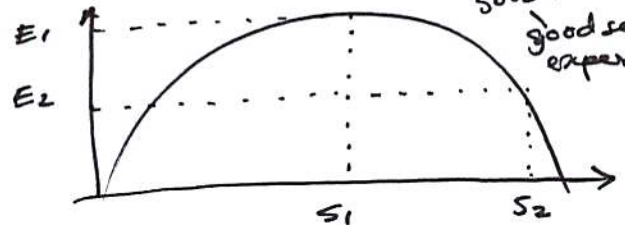
good balance. good set of expectation.



ORGANIZATIONAL DECLINE & DEATH.

- may occur because of too much fast growth.

ORG. EFFECTIVENESS



ORGANIZATIONAL GROWTH.

5 stages of decline

- BLINDED solve by GOOD INFORMATION
- INACTION solve by PROMPT ACTION

BUSINESS MODELS
& STAKEHOLDERS

R4.

MAKING DECISIONS.

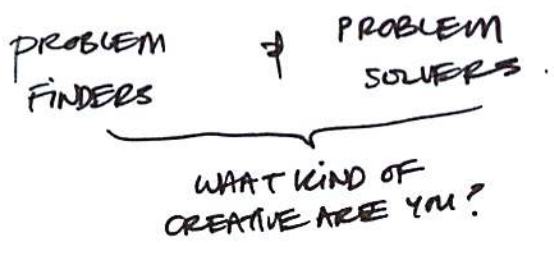
- TYPES OF OPTIONS
 - EFFECTS TYPES OF DECISIONS MADE
 - IMPRINTING
 - effects of our expectations
- ej. ONE OBVIOUS WRONG OPTION WILL LEAD PEOPLE TO OPPOSITE.



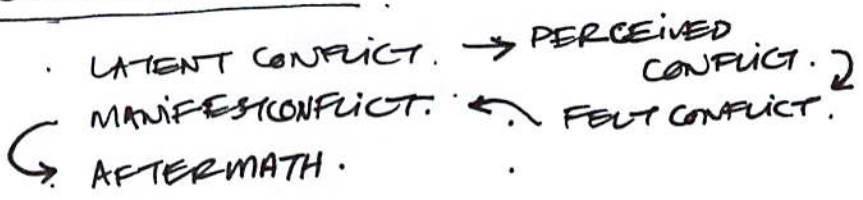
CREATIVITY.

- HARD TO ORGANIZE AROUND.
- LOOK OF HARD WORK OVER TIME.
- THE MYTH OF CREATIVE INSPIRATION.
- Collaborations. WORK WITH OTHERS
- TAKE RISKS. EXPERIENCE FAILURE.
- CONFIDENCE COMES FROM YEARS OF EXPERIENCE IN THE DOMAIN.

"CHANCE FAVORS THE PREPARED MIND."



ORGANIZATIONAL CONFLICT.

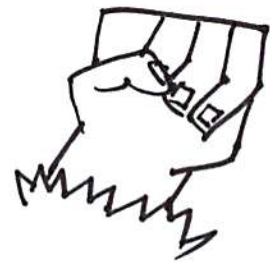


CONFLICT OR CHALLENGE?

- BE ABLE MANAGE POLITICS
- BE ABLE TO READ LANDSCAPE.

POWER

- Authority: power legitimized by company.
- CONTROL OVER INFORMATION
- NON SUBSTITUTABILITY.
- CONTROL OVER RESOURCES.
- UNOBTRUSIVE POWER → success lies with US! revenue stream.



BRING OUTSIDE EXPERT.

POLITICS

TACTICS FOR GETTING MORE POWER

- INCREASING INDISPENSABILITY
- NONSUBSTITUTABILITY
- CENTRALITY
- ASSOCIATING WITH POWERFUL MANAGERS
- BUILDING & MANAGING COALITIONS.
- CONTROLLING THE AGENDA.