

Creating an Entrepreneurial Mindset

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The Post Institute
Center for Life-Long Learning

- Definition of Entrepreneur Mindset
- Visual - The Entrepreneur Mind
- Business Owner vs. Entrepreneur
- Know Yourself
- Develop a Growth Mindset
- Develop GRIT to be Great
- Learn From Success and Failures



Lessons to Learn

“Entrepreneurial mindset refers to a specific state of mind which orientates human conduct towards entrepreneurial activities and outcomes. Individuals with entrepreneurial mindsets are often drawn to opportunities, innovation and new value creation.” (Lexicon.ft.com, [n.d.](#))

Definition: Entrepreneur Mindset

A photograph of a wooden surface with a yellow candle, a black knife, and several pieces of colorful chalk.

Small Business Owner

- Have a great idea
- Hold steady
- Think one week at a time
- Deal with the known
- Limited growth
- Continued profitability
- Deal with known risks
- Sentimental with their business
- Limited impact on economies

Entrepreneur

- Have big ideas
- Love risks
- Think six months ahead
- New innovative offerings
- Rapid growth
- High productivity returns
- Lots of unknown risks
- Focus on scaling
- Significant impact on economies

Business Owner vs. Entrepreneur



If leadership is the act of going beyond what is ... it begins by going beyond what is within ourselves. ~ Kevin Cashman



1. Values
2. Passion / Purpose
 - Who you are
 - What you do
 - Who you do it for
 - What people want and need
 - How people are changed as a result of what you did
3. What do you stand for?
4. Be Accountable
5. Strengths vs. Weaknesses
6. Develop **GRIT**
7. Set BIG goals that SCARE you

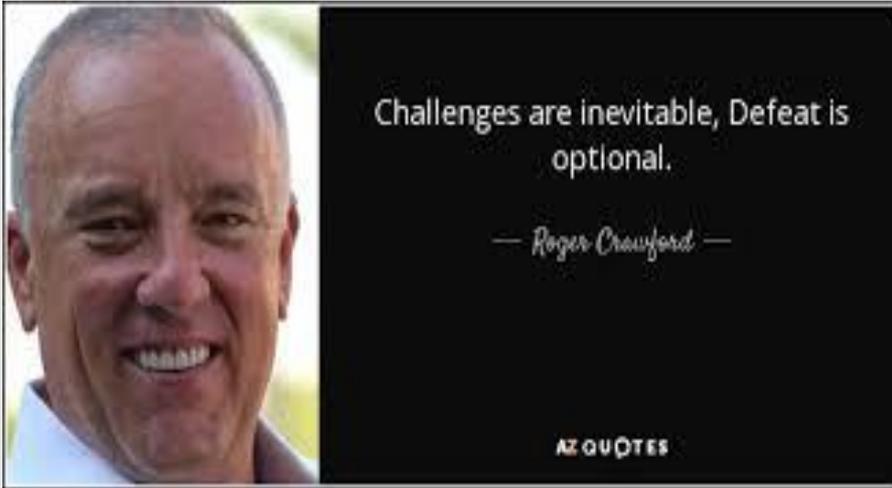
Know Yourself



How do you master yourself?

1. Never stop learning
2. Listen more than you speak
3. Take assessments
4. Seek feedback
5. Ask questions
6. Practice mindfulness
7. Practice self-care

Most of the important things in the world have been accomplished by people who have kept on trying when there seemed no hope at all. ~ Dale Carnegie



1. Growth vs. Fixed
2. Listen to your inner voice and talkback
3. You have a choice
4. Take Action (5-Sec Rule)
5. Engage new people
6. Focus on the Experience
– Not the End Result
7. Learn one new thing everyday

Develop a Growth Mindset



How do you develop a Growth Mindset?

1. Acknowledge and embrace imperfections
2. View challenges as opportunities
3. Try different learning tactics
4. Replace the word “failing” with the word “learning”
5. Stop seeking approval
6. Value the process over the end result
7. Cultivate a sense of purpose

Grit is that 'extra something' that separates the most successful people from the rest. It's the passion, perseverance, and stamina that we must channel in order to stick with our dreams until they become a reality. ~ Travis Bradberry



"GRIT is Guts, Resilience, Industriousness and Tenacity. GRIT is the ability to focus, stay determined, stay optimistic in the face of a challenge, and simply work harder than the next guy or gal."
~ Linda Kaplan Thaler

- **Guts**
 - Courageous
 - Taking risks
- **Resilience**
 - Focused
 - Motivated
- **Initiative**
 - Self-starter
 - Outsmart obstacles
- **Tenacity**
 - Relentless
 - Goal achiever

Developing GRIT to be Great



How do you develop GRIT?

1. Become an overpreparer
2. Go the extra 30-minutes
3. Stick with your goals
4. Create an action plan to achieve
5. Set high expectations
6. Stop the excuses
7. Recharge your spirit

“Failure should be our teacher, not our undertaker. Failure is delay, not defeat. It is a temporary detour, not a dead end. Failure is something we can avoid only by saying nothing, doing nothing, and being nothing.” - Denis Waitley



“Success is stumbling from failure to failure with no loss of enthusiasm.” - Winston Churchill

1. Take responsibility for ALL your decisions and choices
2. Learn the different types of failures: preventable, complexity-related, and intelligent
3. Build a learning culture – even if it is just you
4. Finding value in failure
5. Visualize success
6. Learn to celebrate small successes – no matter how small
7. Build a community who celebrates & corrects

Learn From Success AND Failures



How do you learn from Success and Failure?

1. Any labor can bring profit
2. Small wins add up to big success
3. Focus on what you can control
4. Use failure to make goal adjustments
5. Seek out inspiration from others
6. Look at obstacles differently
7. Never give up

Take Action





Take Action

Dr. Post





Dr. Michelle Post is a driven, passionate, and experienced leader, teacher, social media strategist, connector, and national and international speaker. Her desire to connect and inspire throughout more than three decades of career translates into her ongoing effort to help the development of ideas, people, content, and learning.

Dr. Post is Founder / CEO of The Post Institute: Center for Life-Long Learning. She offers coaching, consulting, teaching, training, and speaking on subjects, as diverse as social media, leadership, generations in the workplace, and technology in education.

Dr. Post has appeared on *Colorado's Best Morning Show* and has presented at the Autonomous Learning World Caucus at Wolfson College, University of Oxford, England. Dr. Post is also a Fellow of the Beta Phi Scholarly Society at Exeter College, University of Oxford, England. Dr. Post is the author of six books and the contributor to four more. For more than 10-years, Dr. Post has written a faith-based, inspirational blog.

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Resources



FREE Courses

- Developing An Entrepreneurial Mindset: First Step Towards Success - <https://www.coursera.org/learn/entrepreneurial-mindset>
- How to Build a Startup - <https://www.udacity.com/course/how-to-build-a-startup--ep245>
- Get Your Startup Started - <https://www.udacity.com/course/get-your-startup-started--ud806>

Resources



References



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References

