

BMSK4006

Richard Small

Higher Education –

Managing Enterprise In The 21st Century

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Dedication:

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SANDS Business Plan team working presentation

S.A.N.D.S. Stands for the initials of the team members brought together as a business plan presentation for the higher skills in the workplace course, term 1.

It started with individual introductions in small groups (ice breakers) summarizing backgrounds for each participant with the aim of building an understanding and confidence. I noticed quickly the efficiency of the female members, in their quickness to get things organised and ground rules established; the male participants having a more casual, joking approach to the task at hand.

The Class group members were made up of a diverse cultural mix. It did not take long for roles to be appointed and the suggestion of a retail business concept in the food and entertainment area of business was brainstormed for ideas based on strengths and reviewing weaknesses from the group experience to best match the presentation assignment. A version of happiness is being infinitely curious and constantly seeking to master new and difficult tasks. As defined by Dweck, C.(2013).

Reflections – Feelings on presentation, good / bad and outcomes

Good After brief introductions and a general feel for the whole group I realised that being a native with a strong desire to do well in learning, I possessed a strong advantage; in the group. A good understanding of procedures and the education system as well as the topic subject matter. I learned to appreciate and identify from an academic viewpoint and labelling of such skills as inter-personal interaction with verbal and non-verbal skills along with identifying team working dynamics. I felt obliged to assist as much as possible to ensure a good result for all inspite of the likely shortcomings of fully understanding language and business principles. Gleaning the principle of reciprocity from the group. Cialdini, R(2007).

I have a background in graphic design (HND) and working experience for leading brands such as Freemans mail-Order catalogue (and Superdrug stores) as well as independent design agencies in the marketplace. I also have had an number of years in direct selling, moving from independent sales teams to self-run operations. So the course was of great interest to me in making relations academically, to my own experience. I was keen to apply my personal experiences to the task at hand. Which the others also realised. So, by default I was appointed leader /administrator as we worked

collectively to fulfil the task. The opportunity to lead came out of the situation where others were complaining (anxious or displaying inability to do). Ma,J (2018)

Bad – Both of the other males in the group had held managerial roles in business in retail operations. One team member, having currently applied for the course as a fill-in to a recent resignation (from one post unsatisfied) with the role to reapplying and transitioning for another as regional manage. This proved to be a problem to the group as working relations developed as reliability for the group efforts while starting strong, with constructive ideas and insight; the distraction of the working position taking priority meant that consistency and present involvement was lacking right up to and including the group presentation on the day.

Outcomes

The female members while having some experience working in the public domain, their strengths and skillset were strongly based around the effective management of family life, with a number of children from babies to teenagers. It was inspiring to see their commitment to learning and I am sure they have benefited greatly in confidence and understanding of business matters as well as interaction from the areas which were being discussed in the various modules of the course. Understanding how thoughts have constructive as well as destructive influence functioning with and within human emotions. Thoughts are conscious, mental constructs based on imaginations, information or stimuli.

Expressed by the book The power of the mind.
Oyakhilome,.C.(2016).

Re -evaluation of experience - suggested
improvements learning experiences and or alterations

Well planned, poorly executed

I understood – much of what was likely to be required having previous experience in design, presentations and direct selling. While the lead time was used well and the presentation was well delivered, comments from the lecturers acting as the executive panel of funders was reflective in the scoring of the low 60's. A respectable score considering the overcoming of nerves presenting for those unfamiliar in doing so, to the class and board. Voice projection, non-verbal communication – interactions and maintaining interest *without* reading the power point presentation back to the class were aspects all tested. Through research I learnt about various ways of motivating others and the importance of acknowledging successes as equally as shortcoming. Approaches to motivation by valuing others. Armstrong,. M. (2016).

Re -evaluation of experience - suggested improvements learning experiences and or alterations

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My personal point of contribution in the presentation was not substantial, having chosen to fully adopt the role of leader, ensuring an overview that the presentation was introduced strongly and flowed with the technical aspects – projector and slide transitions and close. Term 2. Gave me the next opportunity to make a presentation in a similar way. I ensured that the content contributed was equal in quantity and quality with the additional responsibilities being deemed as extras due to the experience with the team. With a little more research applied I was able to apply ‘The question’ technique into my opening the presentation which had the effect of throwing the pressure of presenting (and nerves to a degree) back to the audience instead of the opening presenter. While mentally having the listener ask themselves the posed question; and by making the question the reason for being there with a solution attached, heightened and maintained the interest for the others to present their content effectively. Ending with a very satisfying result for a well mapped out display of group skills. In researching, soft-skills management, improved confidence through establishing trust and active contribution of each team member. I was also able to celebrate ‘as leader’ with a (small

Chocolate) gift to all members of the team a 'winners' symbol of success for our achievement.

Term 2 introduced me to a change of diverse lecture styles which required greater engagement for the active extraction of information; asking questions and reflections as apposed to being told what and how to think on a particular subject matter or topic. A more valued learning experience for those seeking knowledge and greater understanding. I want to do something with the course that was reflective of me and would give me satisfaction to do and accomplish. Something of value for others in this world.

I learnt a new way of thinking with extended analytical questioning, to a divergence pattern of thinking and even the awareness and understanding of existential philosophy in visualising solutions to problems and thought. It reminded me of the awareness of thinking from different perspectives as with the '6 thinking hats' description in thinking/ mind mapping. DeBono, E.(2000).

Breaking out of conventions. Thinking afresh from a new view point was refreshing and inspiring. Former education were in the constraints of 'factory workers' mentality, producing workers for specific tasks and duties at the expense of creative growth and expression for a more fulfilling and diverse life experience.

Conclusion general / specifics, re-evaluation of findings critical analytics.

My Journey had already started in the work that I currently do. Start-up platform with the intention of supporting others in creative expression as well as bridging the gap with technology for the bricks and mortar business SMEs) Supporting that change in the academic realm with this course and realising the mind set change required to break from employment convention.

I started scared of what leadership meant from an authoritarian upbringing. What it meant from social attitudes and also family structures. My self-belief was bounded by set notion of my upbringing, social environment and experiences. I felt what I knew was not qualified enough.

Applying it (my experiences and knowledge) qualifies it; as a personal experience and makes it equally of value to that of being told what to do and how to feel about it. Based on the agender of others. This does not mean that your value is above all others. For it to have real value beyond yourself it should and indeed must consider the involvement of others with their standpoints and the resulting effects of its implementation.

Am I succeeding?

Know your goals # Reach my targets to - Go / Be/ do
Be clear of your Goals –

WHAT DO I WANT TO KNOW/do?

1. LEADERSHIP HELP – NEEDED TO BE MORE AWARE OF
THE SKILLS REQUIRED

WHAT THEY ARE = LISTENING > COMMUNICATION >
DECISSION MAKING

**Applied goals achievement define personal targets – success
/ educated decision making**

**HOW AM I GOING TO FIND THE ANSWER? Do it
according to your own set objectives /boundaries. Push out
the boundaries as you know them**

**TEST IN VIEW OF FINDINGS DO YOU TRUST THE
INFORMATION. GOOD or BAD**

Formation of new habits question of the old mindsets.

- **HOW TOBECOME A BETTER BUSINESS OWNER –
DEFINE – EFFECTIVE/ DECISSION MAKER / PRODUCTIVE
/ SUCCESSFUL – MAINTAINE THE COURSE , CONSTANT
LEARNING , DELEGATION OF TASKS AND
RESPONSIBILITIES, PERSONAL SKILLS MANAGEMENT**

YOU ARE A VERY IMPORTANT PERSON. YOU INFLUENCE
DECISION MAKING

CONCLUSION

My wants from course was to be better at decision making, a clearer definition of goals and goal setting and getting grades of distinction for the course. My personal measure of success realised and understood – progressive learning from the challenges of life experience and appreciating the skillset of leadership from a clearly defined outline. I believe that through this course I have had practical as well as academic qualifications of this. I am happier and more confident in my ability to manage and lead.

CREATING A LINK BETWEEN NEW IDEAS & EXPERIENCE – a redefining of the word COURAGE.

COMMUNICATION – INTERACTION – INTEREST – DESIRE FOR MORE – UNCERTAINTY BY LEAVING BEHIND THE OLD AND EMBRASING THE NEW.

HUMANITY - VALUATION OF POTENTIAL OF INDIVIDUALS - IDENTIFYING set goals BY ASKING THE RIGHT QUESTIONS.

Self challenging –

Already manually in the process of change. Wanting far more than I currently had for a better match of my creative potential and materialistic desires.

My current involvement with the start-up platform called Change and effect is allowing me to apply my experience over the past 10 years in the area of online marketing to a idea of promoting local business owners effectively market their business using the media of today, the internet. Most have not the time, desire or interest in the latest trends online but equally those growing up with it, using it more and more are becoming disconnected with their customer base or product supplier through ignorance. This is my marketplace. Finding solutions to common problems for business and community engagement. The other aspect for the platform I am working in is with the support and promotion of youth in this marketplace and other expressions of creative need. By matching my leadership style of participation with development level, I can be more effective as an inclusive influencer. BLANCHARD, K. ZIGARMI, P & D (2015).

Future long-term plans are to establish a tech training academy in Africa offering similar opportunities to both sectors. Teaching, mentoring and training.

Have I changed through this academic experience by appreciating my strength and weaknesses put into the evaluation of awareness in personal experience from my own perspective and not of conformity or stereo-typical prejudices of those in the position of authority and power.

Re-scripting: Becoming your own first creator. Covey, S. (2004).

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Dedication:

To the enjoyable and life changing journey of applied education through the sharing of insight and knowledge for the expansion of others. I Thank YOU once again Richard Small for your divergence learning experience. God bless you.

[END . .]

