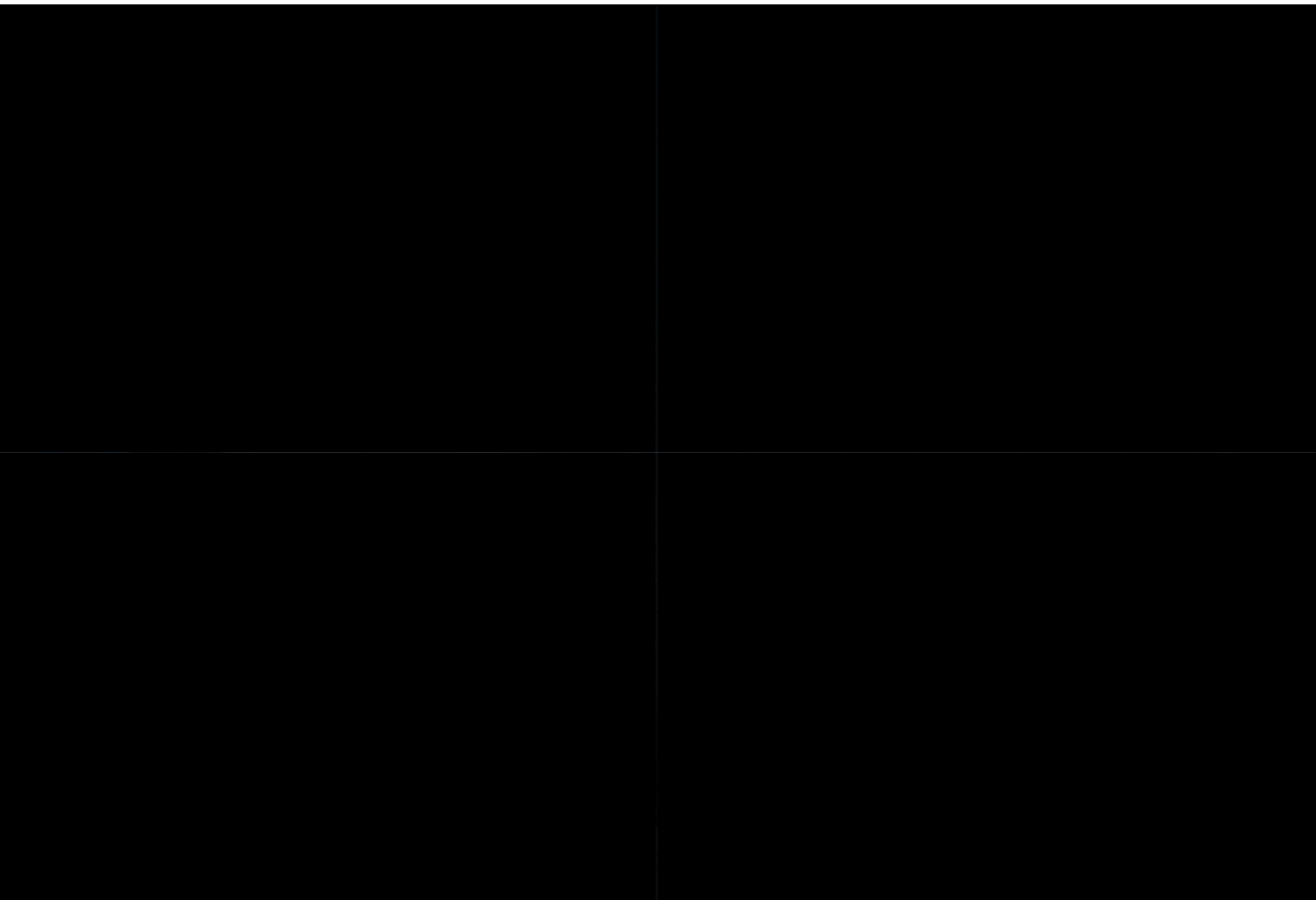




# Innovation on the Road To Stress Free Entrepreneurship



# The Great Indian Entrepreneur

Systems get broken

Poor Business Visibility

Growth and profits are not proportional to effort

90% of time spent on problems

Poor Say- Do ratios

No time to strategize

Strategies seldom turn into reality

Most Employees are following



**STRESSED**

# Stress Lines that affect a Business



Strategy Stress Lines



Data Stress



Execution Stress Lines



People Stress



Execution Stress Lines



Process Stress Lines



# Tracing the Strategy Stress Lines



No Strategy



Moving Strategy



Old is Gold



Multiple Strategy



Unclear Strategy



Uncommunicated Strategy

Multiple Strategy

Unclear Strategy

Uncommunicated Strategy





Wild Birds Unlimited<sup>®</sup>  
Nature Shop



# Tracing the Cash Flow Stress Lines



Sales before Finance



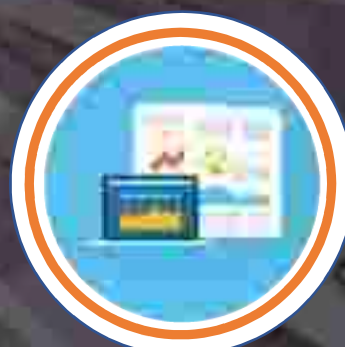
Costing Errors



Expansion needs Money



Entrepreneurial  
Knowledge of Finance



No Budget and Review  
Systems



Working Capital mixed  
with Capital



# Innovation in the Cash Flow Policy



Rolls-Royce



# Execution Stress Lines



Micro  
management



Owner is  
Mr. Google



Roles are  
unclear



Multiple people  
One Seat



KRA is a  
joke

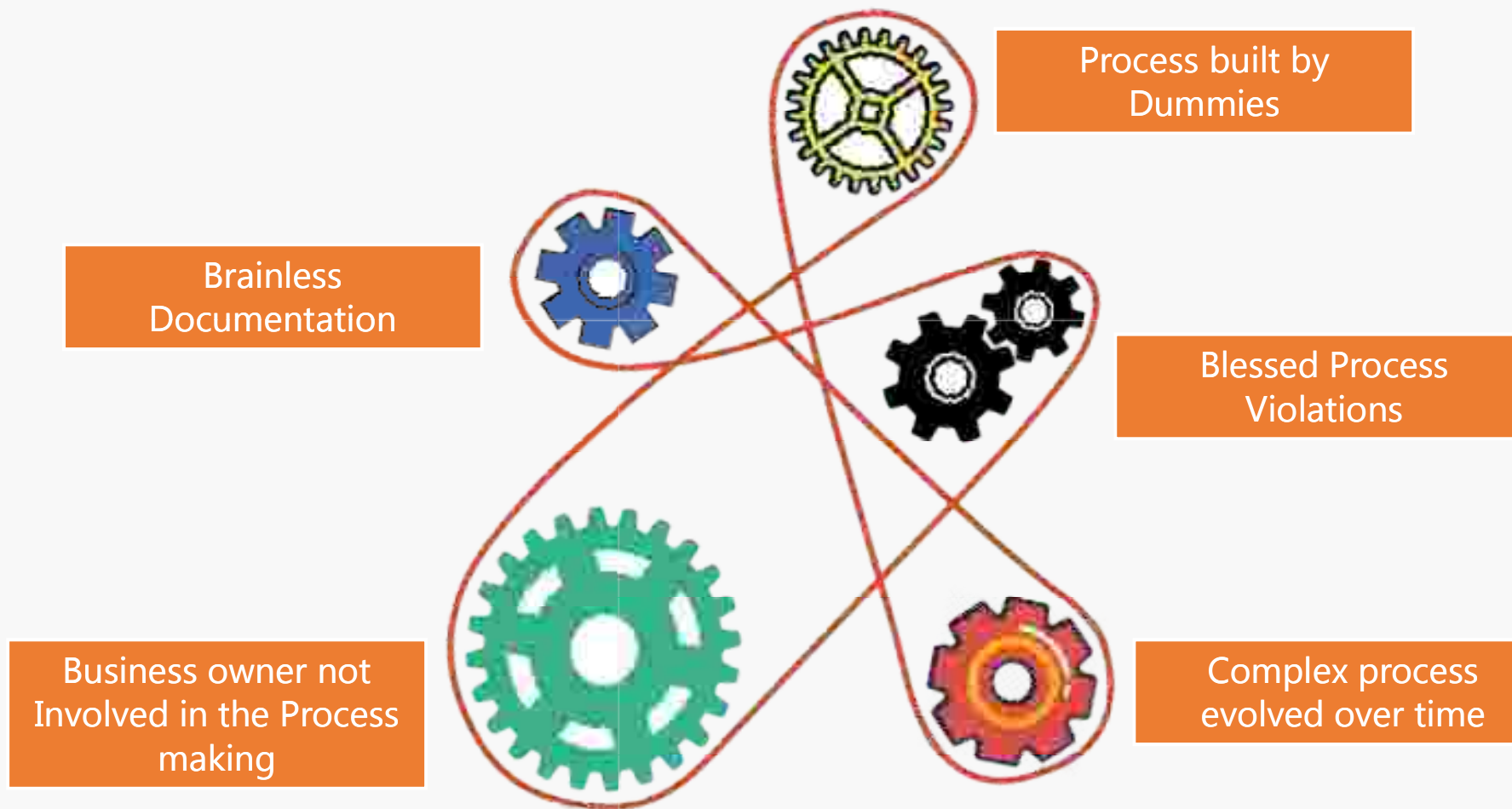


Appraisals at  
Gun Point

# Innovation in Executio



# Tracing the Process Stress Lines





novation in  
Training  
Process



Innovation in  
Process Definition





# Tracing the People Stress Lines

Quick method to assess Senior Management  
– Warren Buffet



Calendar Integrity



Adaptive Intelligence



Positive Energy

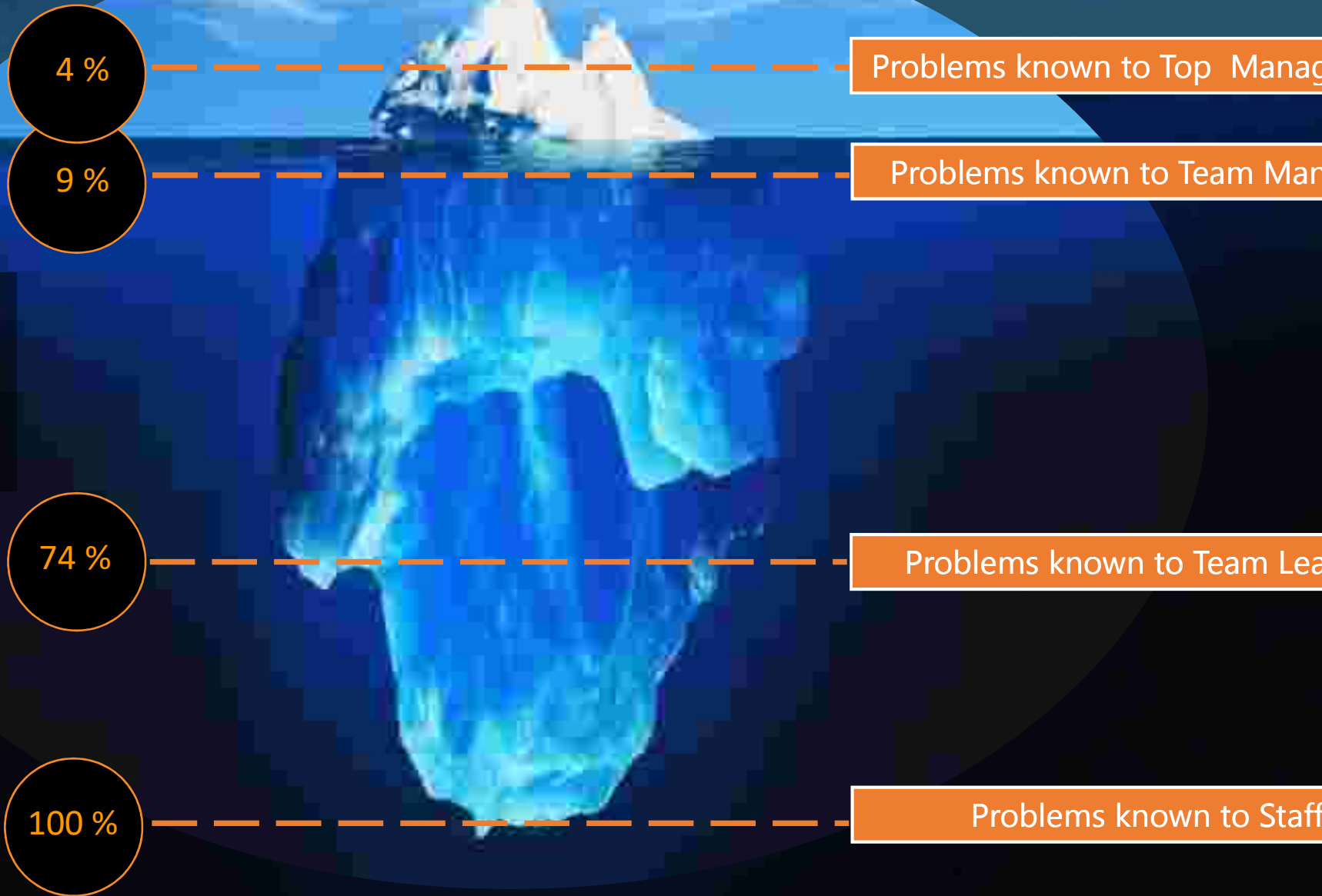


# Innovation in the People Policy



# Tracing the Data Stress Lines

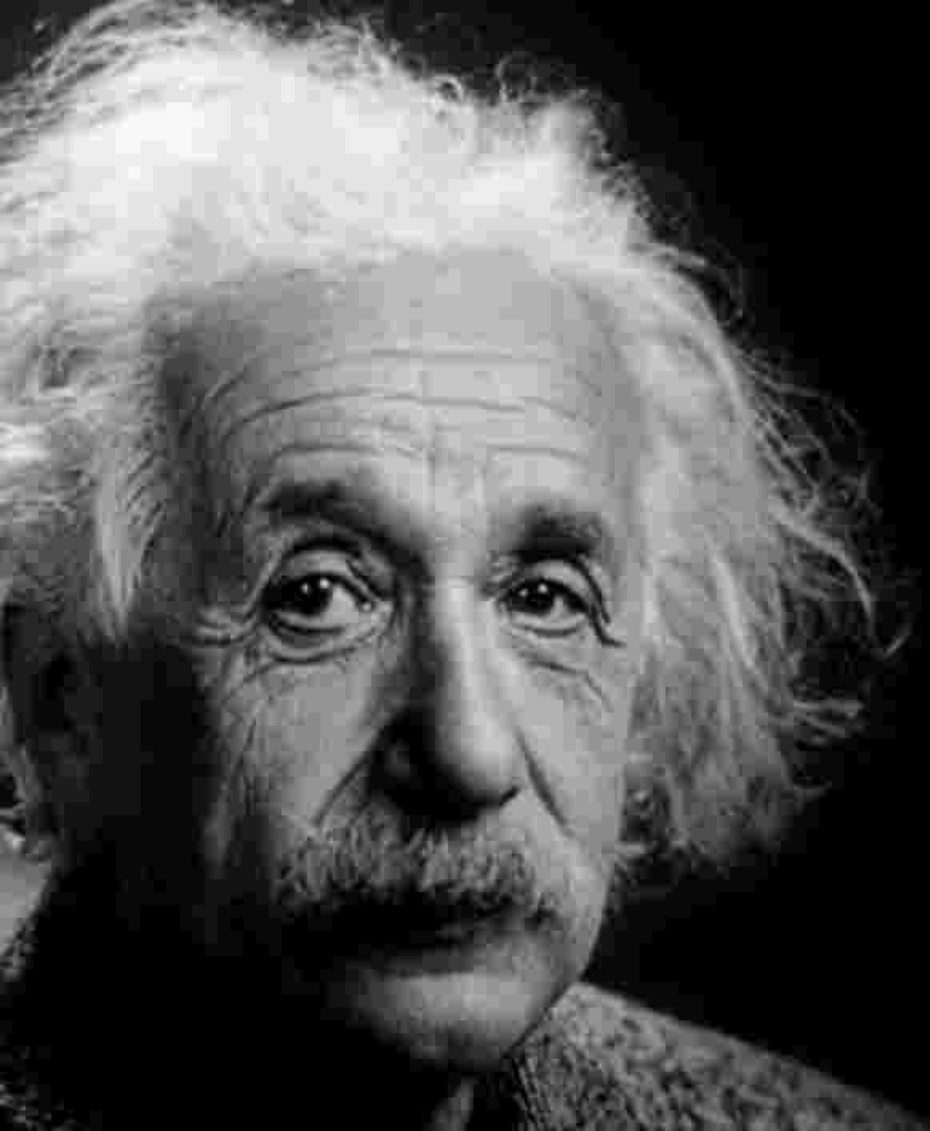
Iceberg of Ignorance



# Innovation with Data







Insanity: doing the same thing  
over and over again and expect  
different results.

**Q & A**