



SPARK Entrepreneur Book Club

Day One: January 21, 2021

Prework: Think of a great team you've been a part of (or have witnessed). How would you describe that experience? Think of a not-so-great team. In contrast to the great team, how would you describe that experience?

Chapters 1 and 2 Summary

1. A team is two or more people who need to work together to accomplish something. Entrepreneurship involves numerous teams, some formal and long-lasting and others focused for a short period of time. Rapid team formation and development is essential - quickly moving from hired talent to a team. So, when you amplify your network of teams, you amplify your success!
2. What makes a person a leader? Choices, not positions or desk location or compensation or personality or extroversion or any other preferences; entrepreneurial leadership's secret sauce is YOU and your choices on a moment-by-moment basis.
3. Care, Commitment to Impact and People are the 3 components of choices.

Chapters 1 and 2 Entrepreneurial Actions for Impact

1. Map out your "greater" network of teams. Who are the people you're teaming with to ensure success? Make a visual Stakeholder Map of all these people.
2. Understand who these teammates are as people and what is important to them. Add the greater good impact (their vision of success - results and impact) for each team member in this network to your Stakeholder Map. (If you don't understand what's important to the people and teams in your network, dedicate time to ask, learn and align on their greater good definitions.)
3. Make intentional choices that reflect the greater good definitions and team interdependence.

Need additional support? Email us at corey@humanenergy.com and we'll email you a digital copy of the 8 Choices of Leadership along with a Stakeholder Map guide.