

How To Run A Business? Business Coach | Executive Coach

The article is about understanding the basics of securing business success from renowned business strategist, using problem-solving approach and underlying key factors.

This is important as it gives aspiring entrepreneurs, business leaders, and business enthusiasts a simplified, yet comprehensive overview of how to thrive in the business realm.

By doing these exercises, learners will deeply understand these key factors and learn how to practically apply this knowledge in their own business setup.

Quote to remember from the Interview

"Cracking the code to a successful business is not about doing extraordinary things, but about doing ordinary things extraordinarily well."

What You'll Learn From the Activity

The questions and activities are designed to help you reflect upon and internalize the concepts discussed in the article. They will prompt you to study your business or future business ideas in the light of problem-solving, identifying crucial success factors and understanding the importance of business intelligence.

Activity

Identify a problem you believe your business can solve for a group of people.

Who is the group of people facing this problem?

List down three ways your business can solve this problem.

Reflect on a time your company solved a problem for a customer successfully. What strategies worked well?

Which of the 'Golden Eight' factors do you think your business excels at? Explain why.

Identify an area within the 'Golden Eight' that your business struggles with. What could be done to improve?

Define business intelligence in your own words.

How does your company currently measure performance beyond sales?

What kind of feedback loop system is in place in your business? How effective is it?

Reflect on the quote: "All a business is, at its core, is one person solving a problem for a group of people." How does this resonate with your business experience?

True or false: The trifecta of an effective business includes problem identification, problem-solving, and patron satisfaction.

How do you apply strategic planning in your business?
Share an example of how market intelligence has helped your business.

Describe your marketing strategy. How has it contributed to your business's success?

What are your business's sales skills and strategies?

How does your business manage finances?

What are your business operations like? What makes them effective?

How does your business utilize business intelligence?

Reflecting on the 'Golden Eight', which of these factors does your business need to focus on most?

Is your business currently more focused on doing extraordinary things or doing ordinary things extraordinarily well? How could this approach be balanced?

Identify three practical steps you can take in the following month to apply the key takeaways from this interview in your business.

How can 'lean principles' as recommended in the resources be applied to your business for improvement?

How could tools like SpyFu and Hubspot aid in your business development and why?

What are the main lessons from "Good to Great" that could be applied in your business context?

Reflect on your business's problem-solving approach so far. What changes can be done to align more with the principles in this interview?

True or False: "Business intelligence is more than just numbers; it's understanding your performance beyond strict financial metrics."

Pick one key takeaway from the article and make a plan on how to implement it into your business strategy.

Reflect on how understanding your performance beyond strict financial metrics has helped your business growth.

How could problem-solving, according to the article, reshape and reorient your business strategy?

After going through these activities, what is your action plan for the next three months in terms of unlocking success in your business?