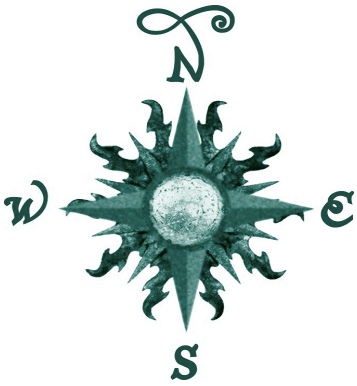
a businessfruit workshop

Intelligent Risk-Taking™

From Vision to Action



Executive Summary

Today's changing business environment challenges us to make highly risky decisions more quickly than ever before. Innovation and creativity always require risk. To capitalize on opportunities, we must minimize the time spent on analysis in return for greater gains. To do this successfully, organisations must have a process for intelligent risk-taking.

Intelligent Risk-Taking provides you with practical tools and processes for taking more intelligent risks. You will identify your own risk-taking style and develop ideas for improving your entrepreneurial risk-taking. You are given a tool to help analyse the risk-taking style of others and learn ways to influence people to support your risk-taking efforts.

Who is it for?

- Individuals and teams whose work involves risk and/or innovation
- Anyone in the organisation who is contemplating a risky decision
- Those who support or facilitate risk decision-making in the organization

What will I be able to do after participating?

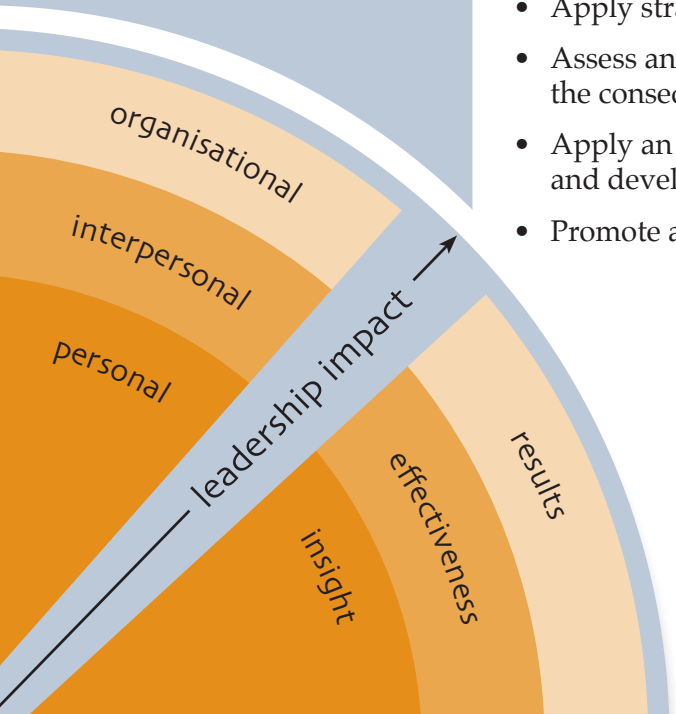
You will be better able to:

- Distinguish intelligent risks from other opportunities
- Assess individual and organisational risk-taking styles and their impact on risk decisions
- Identify factors that block and support risk-taking in individuals, groups, organisations, and the environment
- Apply strategies for influencing others to share risks
- Assess and adjust risks to increase the probability of success and decrease the consequences of failure
- Apply an eight-step risk decision model to a real work risk opportunity and develop an action plan
- Promote an intelligent risk-taking environment in your own organisation

The Core Program is described in more detail on the next page

Workshop Materials

Every participant receives a bound workshop manual, with examples, worksheets, checklists and the Intelligent Risk-Taking™ Wheel - a practical tool to aid risk decision-making.



At businessfruit we are passionate about helping you deliver results. We provide powerful, practical and globally-proven workshops on a local, regional or worldwide basis - workshops that help you drive lasting improvements in personal, team and organisational performance.

To find out more about this workshop and our other programmes:

1. email businessfruit at: info@businessfruit.com
2. phone Hywel Thomas at businessfruit on: +32.476.611.317
3. visit our web site at www.businessfruit.com, and 'contact us'

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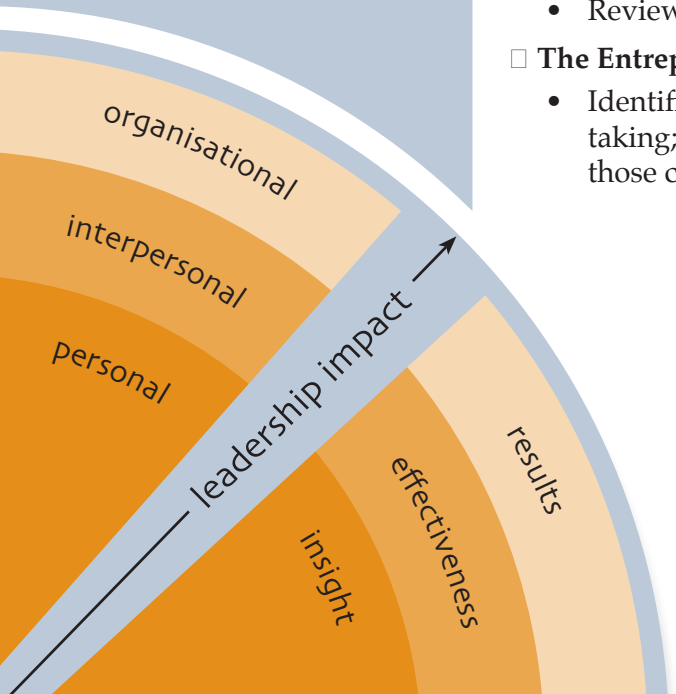
Core Program

- **The Nature of Risk**
  - Introduction to key definitions and concepts; discussion of organisational risk environment
- **Risk-Taking Factors and Arenas**
  - Exercises focused on individual risk experiences, patterns and preferences; influencing others to support risky actions
- **Intelligent Risk-Taking Process**
  - Work with a decision-making process that enables intelligent choices and management of risks associated with entrepreneurship, change, and innovation
- **Envision and Choose**
  - Selecting a risk opportunity and beginning to develop a risk plan
- **Risk Perception**
  - Experiments and discussions to explore and understand the variations in risk perception
- **The Economics of Risk**
  - Exploration and activities associated with costs, benefits and probabilities
- **Assess and Adjust**
  - Application of "risk economics" concepts to the plan for a specific risk opportunity; doing risk assessment and adjustment when there is no historic data
- **Working With Stakeholders**
  - In-depth work with tools and concepts for developing support
- **The Remaining Steps**
  - Review of next steps in developing and implementing risk plans
- **The Entrepreneurial Organisation**
  - Identification of organisational support and barriers to intelligent risk-taking; identifying changes needed and one's own role in influencing those changes; key factors in reducing the risks of change



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w: www.businessfruit.com
e: info@businessfruit.com
t: +32 476.611.317

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