



Ownership-mindset

Ownership mindset is more than a list of actions but a culture that includes norms and values that the individual believes and follows. The student follows these guidelines to be a better person and modifies them when needed. They live by the culture of mindset thinking.

This ownership mindset follows the path of owning your own business but applies to students owning their learning as well. It's you have control of what you do, identifying your customer and making things better for them; knowing what your product is and looking to make it better. It is treating your peers and suppliers in a respectful manner and being innovative in making things better.

Students are shown how to be an owner of their own business; what's involved with their customers, suppliers and staff. Thinking like an owner allows you to interface and understand your boss (your customer) and constantly improving your skills (become more valuable to your customers).

- **Understand the business environment Good/Bad Business with a heart**
- **What is your business** ... Its you and your skills, attitude and values
- **Selling yourself-** What's your brand? How do you want people/organizations to see you?
- **You have customers** (your teacher, supervisor) ... How do you served them (What's their needs) and make them successful?
- **Improving your business** – Its being a lifelong learner, you sell knowledge and skills; **Developing your skills in problem finding and solving**
- **Partnering with others** – Working with your peers in a team environment ... **Developing a learning team (culture)**



- **Connecting with community** – working with others for the benefit of your team.
- **Quality focus**- looking for continuous improvements in the services you provide.
- **Financial management**- managing your finances to grow your business.
- **Product development**- Being innovative and curious to develop new skills and services for your customers

A book “the Agenda” by Mike Hammer describes for companies how to survive and grow in today's competitive world. We can translate these elements into our ownership mindset process.

1.	Make your-self easy to do business with.
2.	Add more value for your customers.
3.	Obsess about your processes. (How you do things)
4.	Turn creative work into process work. (make it repeatable)
5.	Use measurement for improving, not accounting.
6.	Loosen up your organizational structure.
7.	Sell through, not to, your distribution channels.
8.	Push past your boundaries in pursuit of efficiency.
9.	Lose your identity in an extended enterprise.

