

# Raising the Bar

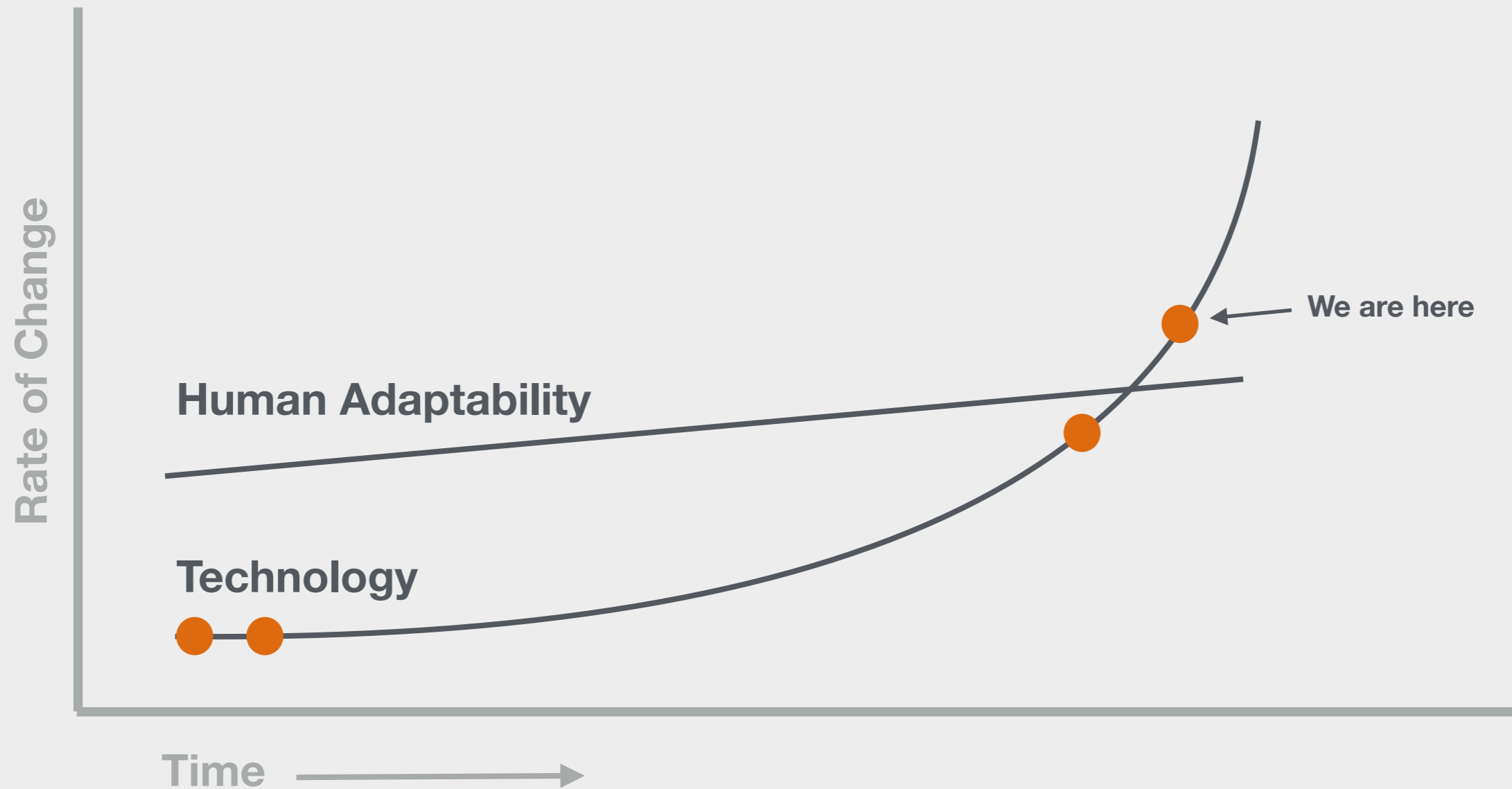


The  
**Entrepreneurial  
Mindset** in the  
New World of Work

Gary Schoeniger  
@gschoeniger



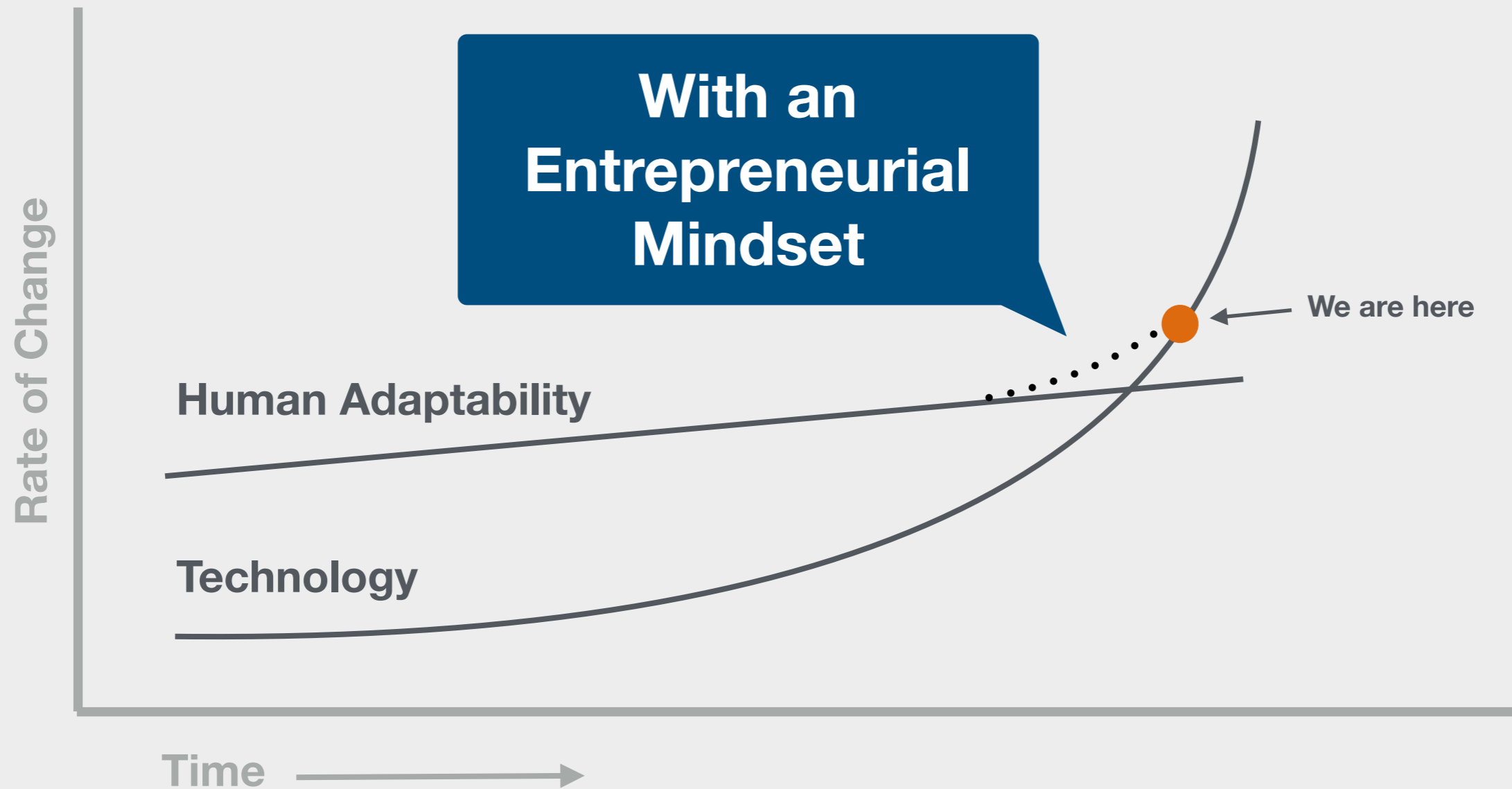
**The Future  
of Work is  
Entrepreneurial.**



Friedman, 2016

“

**The mindset  
that got us here,  
won't get us there.**

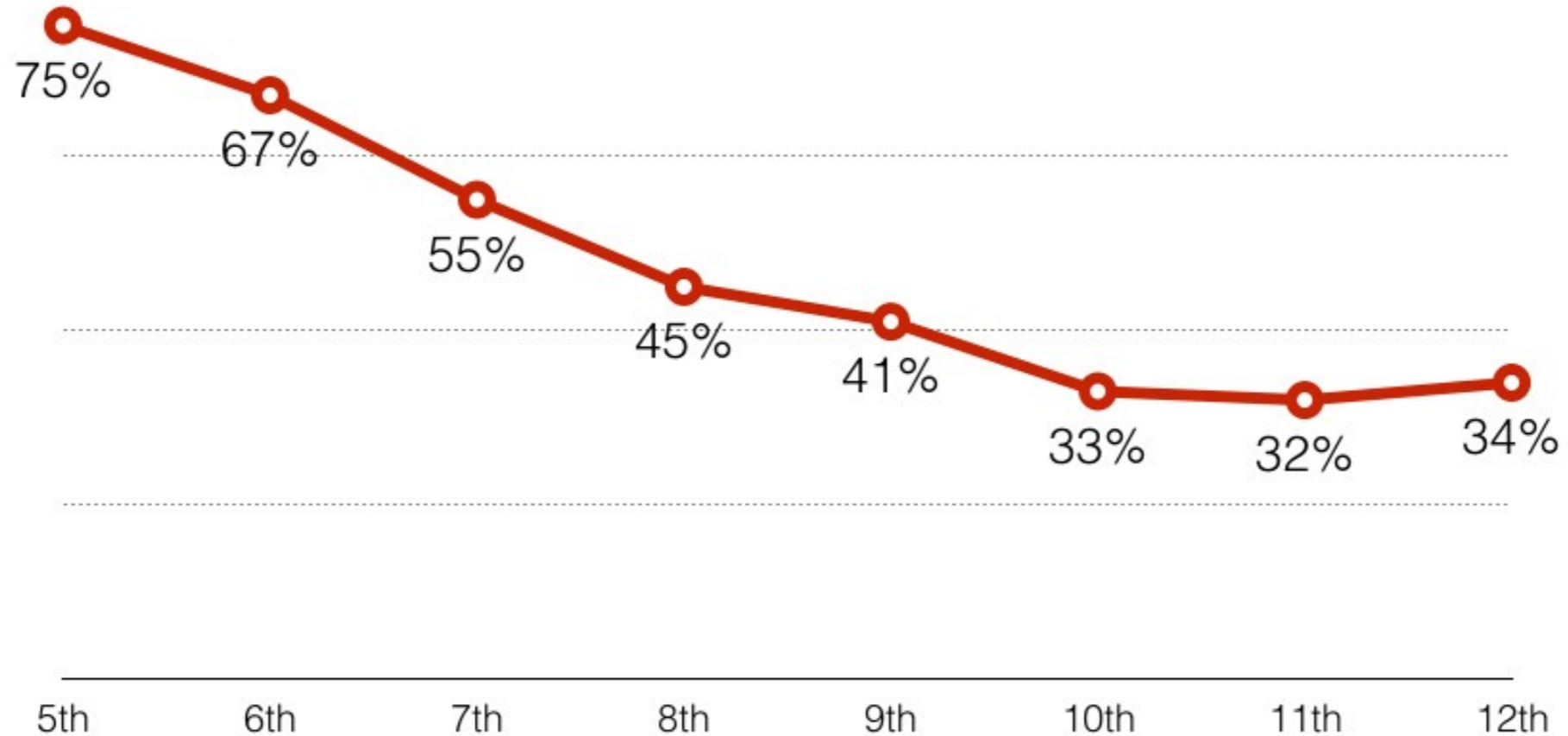


Friedman, 2016



LASALLIAN ACHIEVERS FOR GOD AND COUNTRY

# Student Engagement



Source: Gallup 2016



Grade point averages and test scores are **worthless** as a criteria for hiring at Google.

~ Laszlo Bock,  
Former Senior VP of People Operations,  
Google



# Workforce Engagement

**53%** Not Engaged

“...they lack motivation and are less likely to invest discretionary effort in organizational goals or outcomes.”

Source: Gallup 2018

---

# Workforce Engagement

**13%** Actively Disengaged

“... unhappy and unproductive at work and liable to spread negativity and undermine organizational goals.”

Source: Gallup 2018

---

# Workforce Engagement

**34%** Actively Engaged

“...psychologically committed to their jobs  
and likely to be making positive  
contributions to their organizations.”

Source: Gallup 2018

---



# Entrepreneurs are Hyper-Engaged



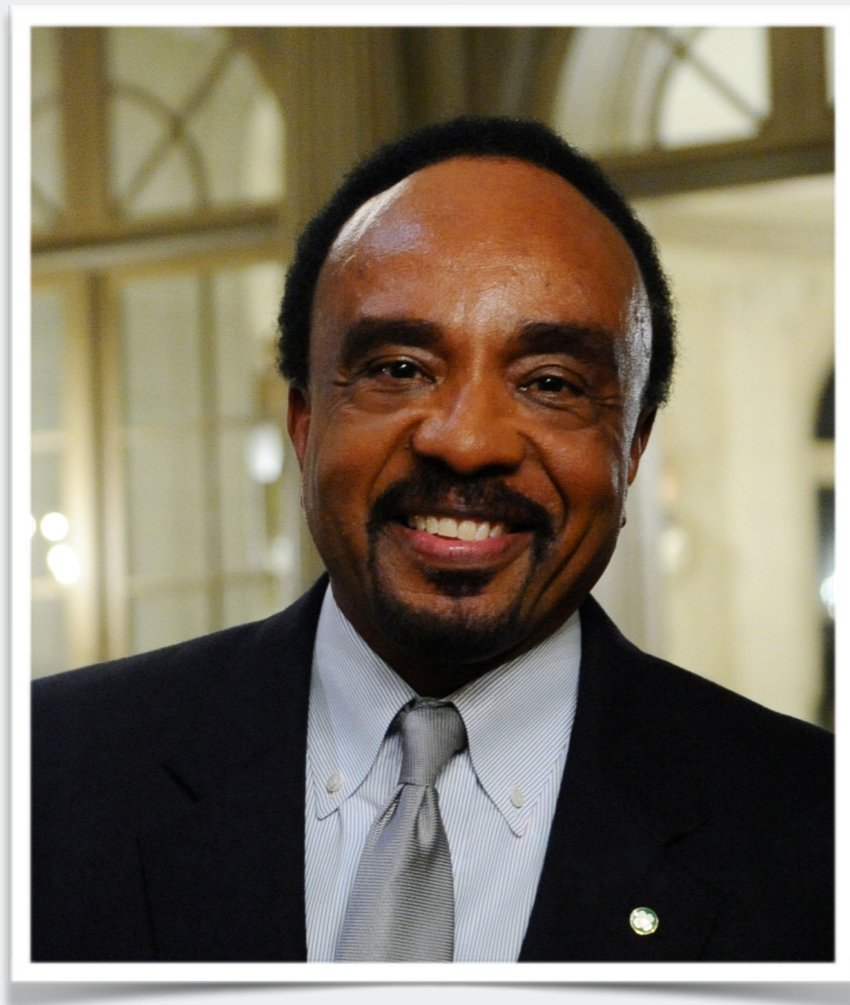
the  
entrepreneurial  
learning initiative



Entrepreneurial activity is essential to creating vibrant, equitable, and sustainable communities.







# Clifton Taulbert



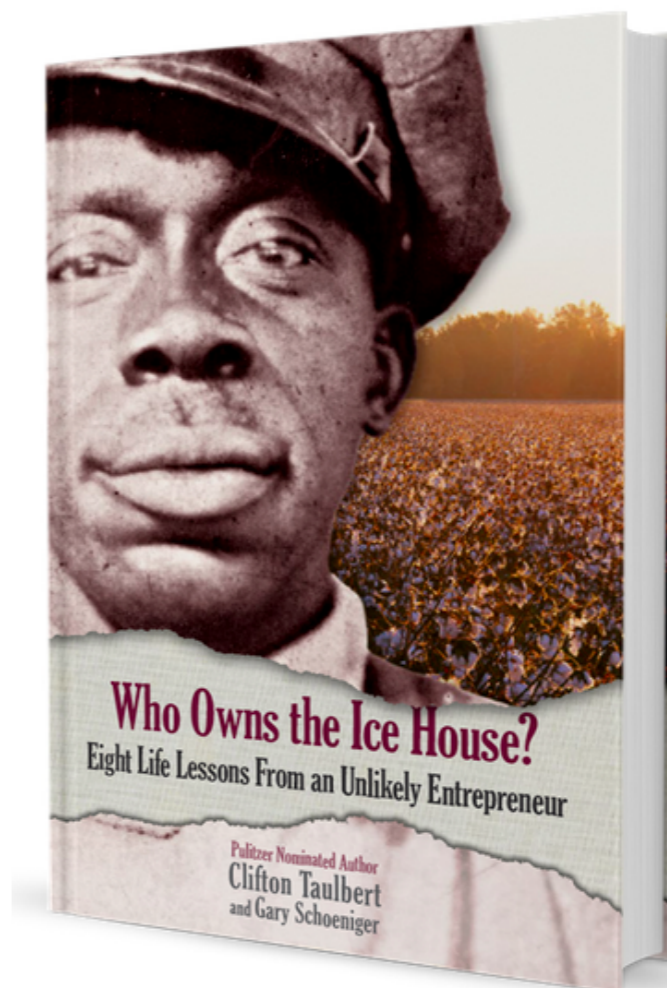


# “Uncle” Cleve Mormon

# “Required Reading for Humanity”



Keith Marmer,  
Chief Business Officer,  
University of Pennsylvania





# The Ice House Entrepreneurship Program



EWING MARION  
**KAUFFMAN**  
FOUNDATION



the  
entrepreneurial  
learning initiative

Learn How to

# Think Like an Entrepreneur.

[ENROLL NOW](#)



**Our ability  
to embrace an  
entrepreneurial  
mindset is limited  
by the ways in which  
we define it.**

# ENTREPRENEURSHIP

is the pursuit of opportunities  
to create value for others

# Opportunity Discovery Requires

- ✓ Empathy
- ✓ Observation & Inquiry
- ✓ Experimentation & Adaptation
- ✓ Creativity & Critical Thinking
- ✓ Communication & Collaboration
- ✓ Effective Problem Solving
- ✓ Resourcefulness & Agility
- ✓ Internal Locus of Control

# Does Not Require

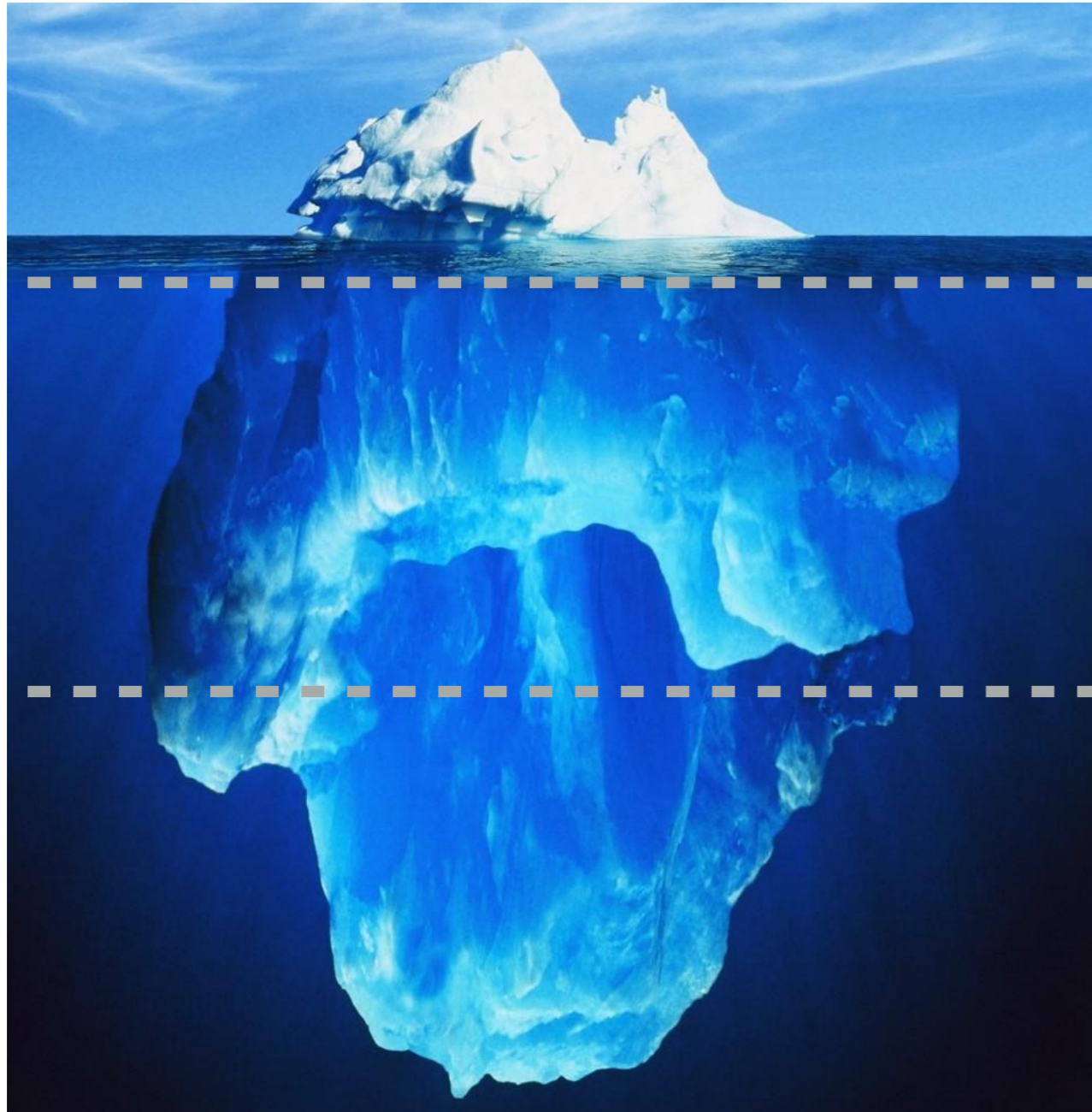
- ✓ Big Ideas
- ✓ Unique Personality
- ✓ Genius IQ
- ✓ Access to Venture Capital
- ✓ Ivy League MBA
- ✓ Interest in Business





# m̄n(d)-set, *n*

*The **underlying** beliefs and tacit assumptions that drive our behavior.*



**Visible artifacts  
and observable behavior**

**Conscious beliefs  
and espoused values**

**Unconscious beliefs  
and tacit assumptions**

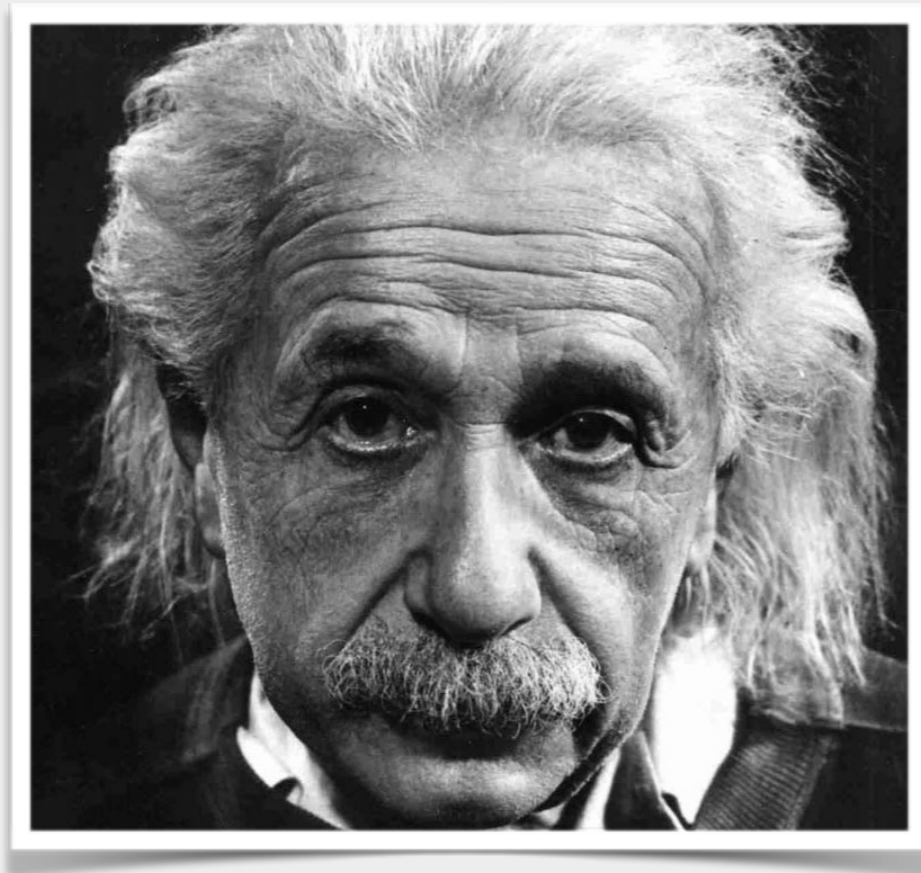
# Entrepreneurial Mindset



“It is my responsibility to figure out how to make myself **useful to others**, and by doing so, I can empower myself.”



We can't just tell people what to learn or what to do. We have to help them think differently about themselves. We have to help them see the world around them in a different way. **We have to empower them to think for themselves.**



“We cannot solve our problems with the same thinking we used when we created them.”

# Raising the Bar

Mindset + Skillset = Future-Proof

# Entrepreneurial Mindset

FACILITATOR CERTIFICATION

November 11–13, 2019

Bethlehem, Pennsylvania



the  
entrepreneurial  
learning initiative

**elimindset.com**