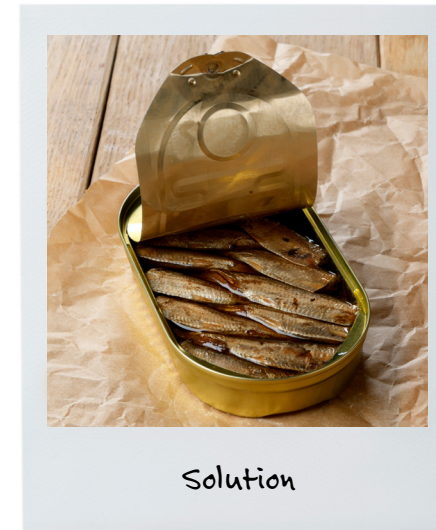


# Solving problems and spotting opportunities





## Examples of problem solving in the past



- Moving heavy chunks of stone
- Food doesn't keep fresh for long
- Communication over long distances can take days
- People suffer from tooth decay because they don't clean teeth well

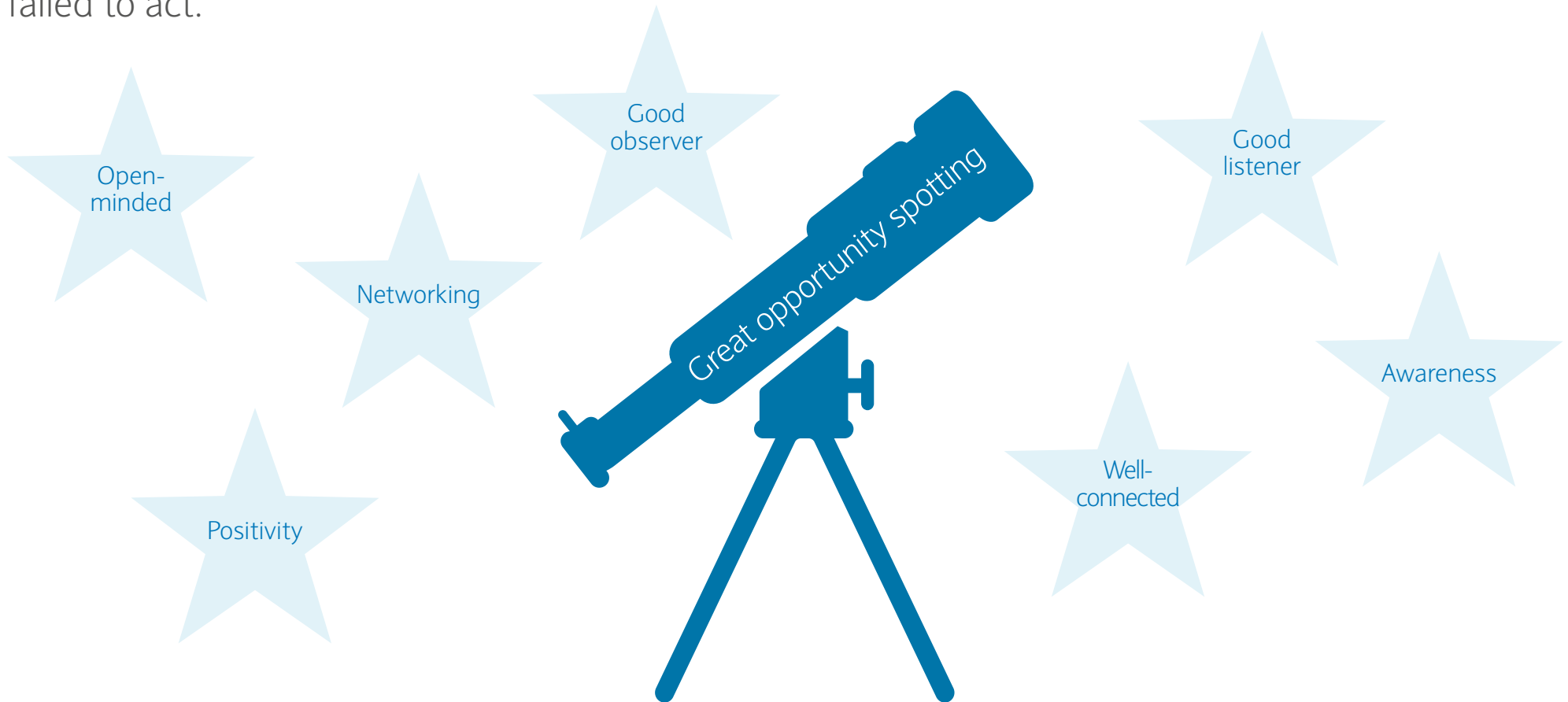
- Roll stones on tree trunks
- Preserve food in tin cans
- Telephones make instant communication possible
- Make a toothbrush from animal bone and bristles

## What do we need to solve problems?

Resources	Knowledge	Skills
<ul style="list-style-type: none"><li>• Time</li><li>• Money</li><li>• Connections</li><li>• Friends</li><li>• Suppliers</li></ul>	<ul style="list-style-type: none"><li>• Technical know-how</li><li>• Expert information</li><li>• Information about the location</li></ul>	<ul style="list-style-type: none"><li>• Creativity</li><li>• Determination</li><li>• Innovation</li><li>• Negotiation</li></ul>

## Spotting opportunities

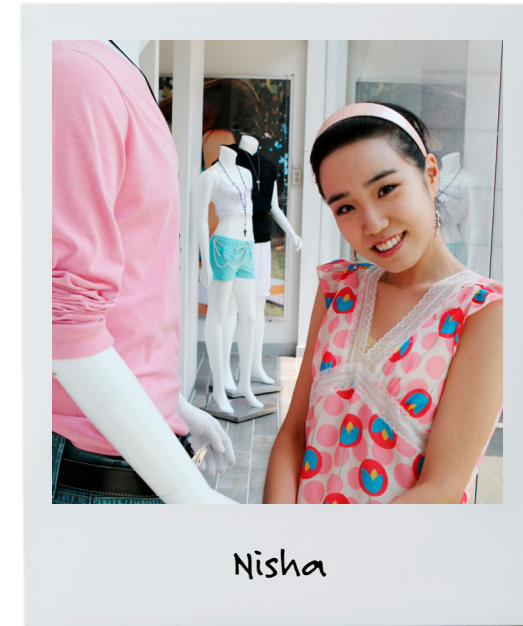
The ability to see where something can be improved, often where others have failed to notice or failed to act.



## What is enterprise?



Kay and Nisha both work as sales assistants in a large clothes shop



- Is very good at following instructions
- Sticks with what she knows
- Is happy with how things are
- Prefers to follow others rather than take the lead

- Has lots of ideas – some good, some not so good!
- Likes to challenge how things are done
- Likes to set herself challenges
- Is good at persuading others to agree with her

## Enterprise skills

- Sales
- Understanding money and finance
- Understanding business
- Being organised
- Teamwork
- Risk management
- Negotiating and persuading
- Communication
- Goal setting
- Problem solving
- Creativity and idea generating
- Spotting opportunities
- Positive attitude
- Using initiative
- Innovation
- Leadership
- Decisiveness



Simply having these skills won't make you enterprising: you also need to have a proactive, can-do attitude when using them.

## What is the difference?



Solving problems

Looking for innovative solutions to existing, known problems.



Spotting opportunities

Seeing ways to change how things are – potentially unseen problems.