

*Sub Theme: Digital proficiency, Business Development, and
Value Management'*

*Topic: Finance Professionals as enablers of entrepreneurial
orientation in organizations; Leadership and technological
readiness for Sustainable Business Models*

Mangochi, Malawi
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Towards Malawi 2063

Presentation Outline

Introduction

- Guiding Thoughts
- Vision and Enablers

The Context

- Our state of affairs
- The role of finance professionals.

The Mindset Change

- Barriers to entrepreneurial orientation
- Antecedents to entrepreneurial orientation

Entrepreneurial Orientation(EO)

- Definition and Dimensions
- Entrepreneurial orientation options
- Cost Vs Benefit analysis .



Guiding Quotes Discussions

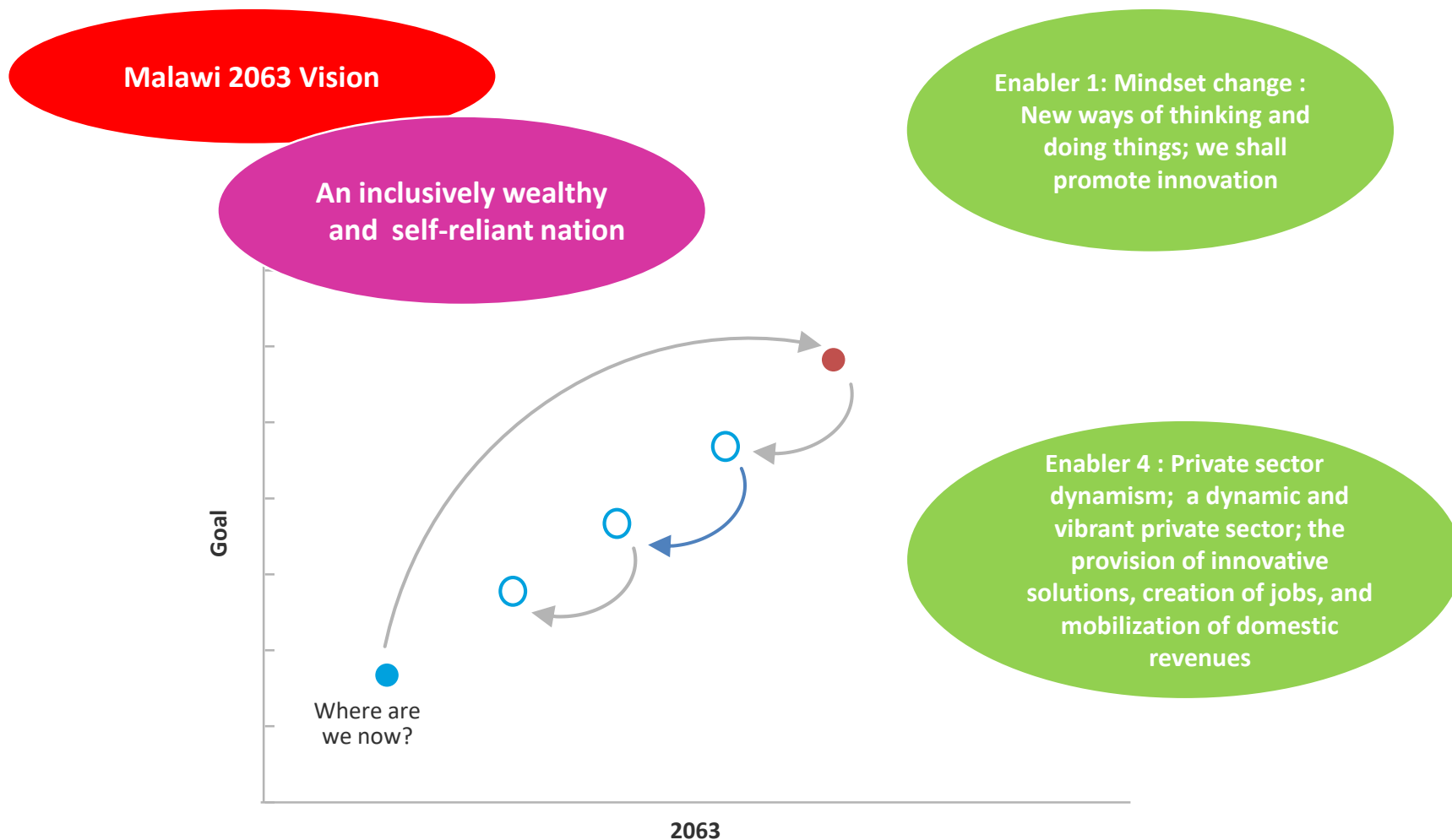
Text

“It is ripe for big and small businesses to practice entrepreneurship and innovation to meet the challenges and opportunities in Africa”
Leke et al(2018).

Entrepreneurial orientation is a source of enduring prosperity in Africa; focusing on finding opportunities and innovation that creates markets”
Christensen (2019).

A Recap of Malawi 2063 Vision

Graphic title goes here



The State of Affairs ; Opportunity amidst challenges

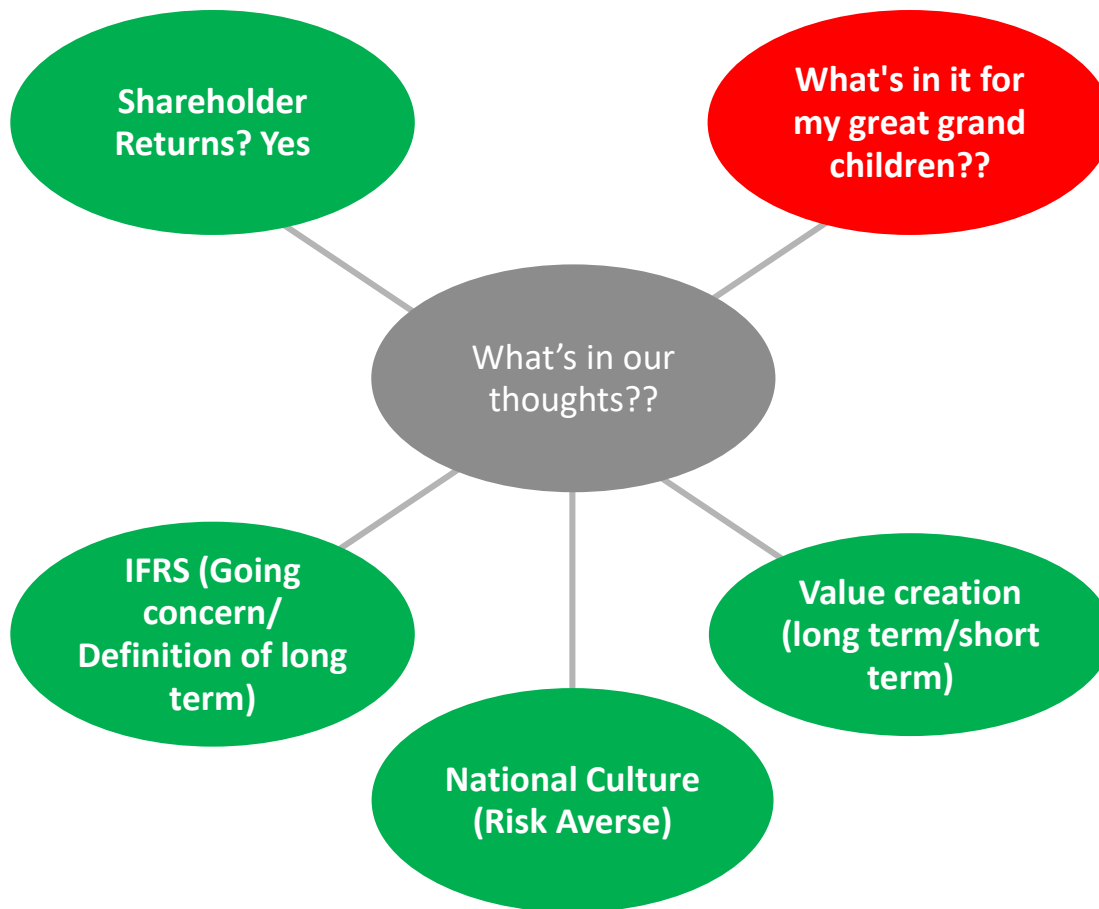
- Corruption perception Index? 110
- Ease of Doing Business ? 109
- Global entrepreneurial index (GEI) Rank? 133
- Global Innovation Index ? 107
- Inflation Rate ??
- Forex cover? ?
- Execution ??



- We are 20m
- Human capital
- Peaceful
- Religious ??
- Vast Natural resources.
- We can talk
- Vision



The finance professional



Entrepreneurial Orientation Defined

Entrepreneurial orientation incorporates organizational processes, practices and decision making styles where entrepreneurial behavioural patterns recur.



a firm-level construct with two aspects of entrepreneurial behaviors and managerial attitudes toward risk-taking.
Anderson et al. (2015)



conceptualizes the capability of individuals and firms to discover and exploit new emerging opportunities
(Shoghi & Safieepoor, 2013; Ferreira et al., 2015)

Entrepreneurial Orientation Dimensions

1

INNOVATIVENESS

Engaging in creativity and experimentation by introducing new products and services .

2

PROACTIVENESS

indicates the spirit of having the confidence to create the future rather than waiting for it to happen and shape the business .

3

RISK TAKING

Defined as moves that cause business returns to vary by venturing into the unknown or taking bold actions, including committing resources to new ventures.

4

AGGRESSIVE COMPETITIVENESS

The firm's propensity to directly challenge and outperform its competitors .

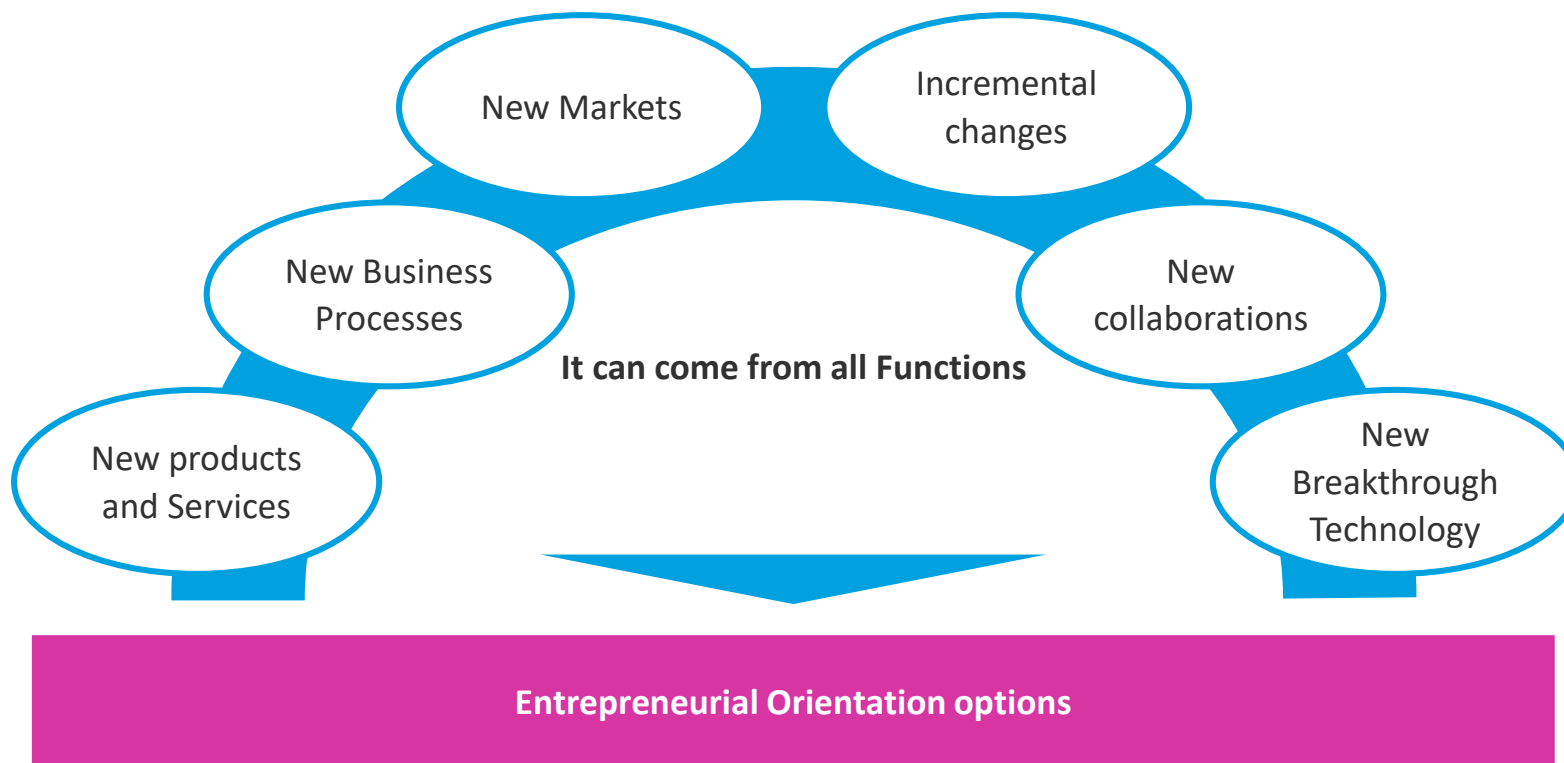
5

AUTOMOMY

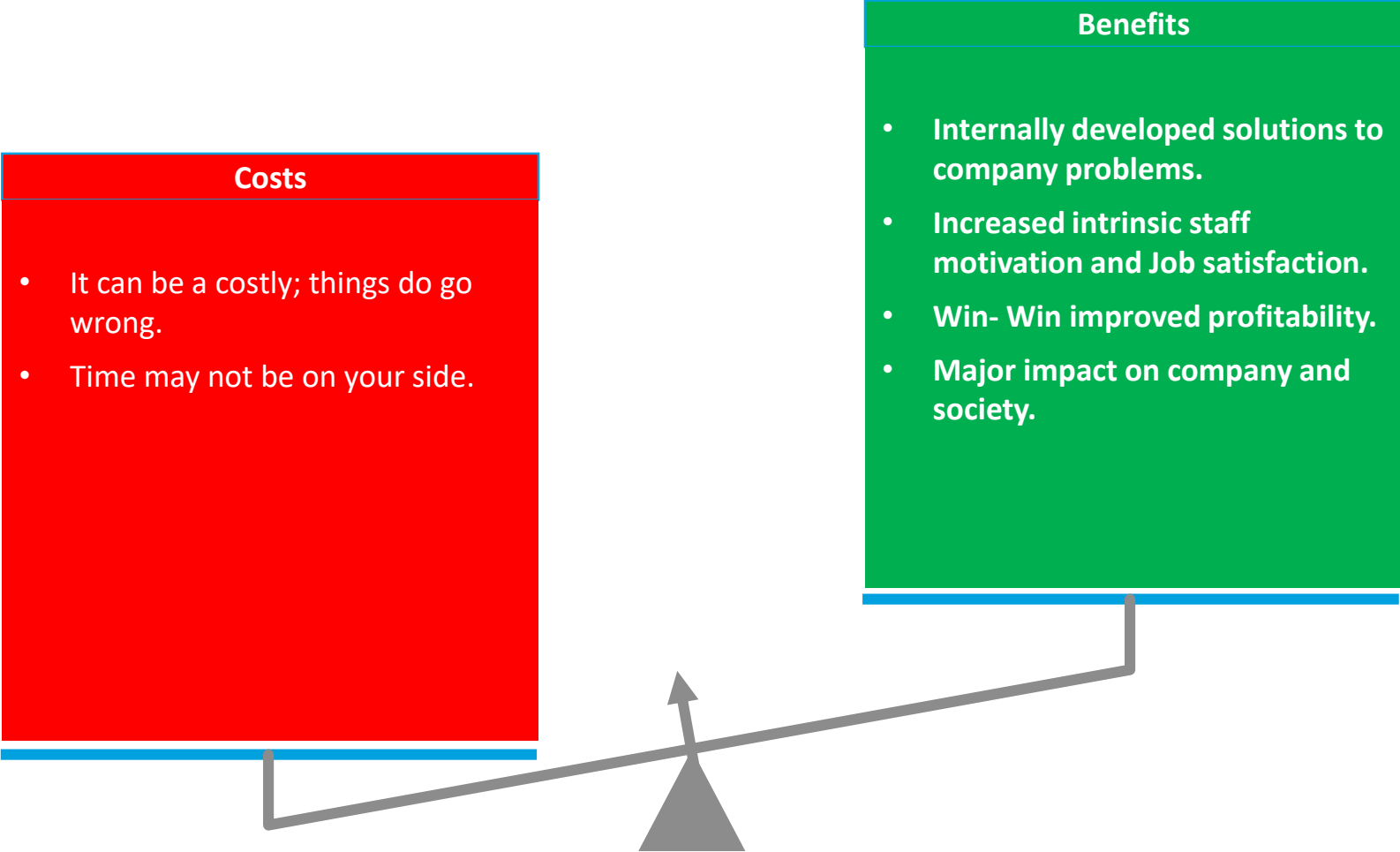
the independent action of individuals or teams in bringing forth ideas and carrying them through to completion.

Entrepreneurial Orientation

The examples

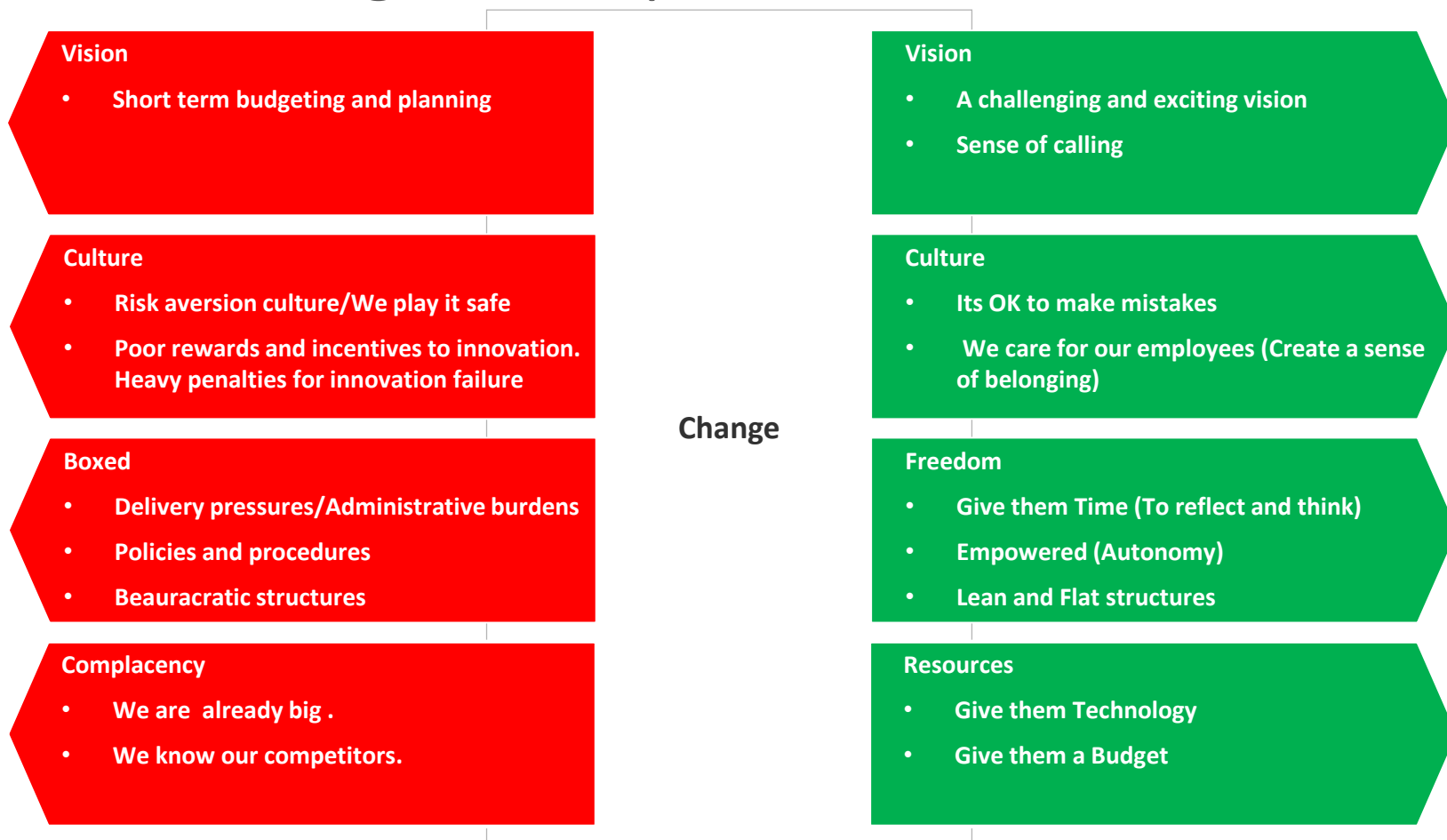


Entrepreneurial orientation the balancing Act



Mindset change

Moving to entrepreneurial orientation



Conclusion

Discussions

As finance professionals we need to position ourselves as entrepreneurial leaders.

The growth and success of the businesses requires a change in our role profile and contribution.

We need to move from being show stoppers to becoming stakeholders in value creation.

THANK YOU

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