



c/o New Commons, Inc.  
 The Hanley Building | tel: 401 351-7110  
 56 Pine Street | fax: 401 351-7158  
 Providence, RI 02903 | [www.efne.org](http://www.efne.org)

***Building Community for Entrepreneurs by Entrepreneurs***

## What is the Guiding Principle: the Corporate Mind vs. the Entrepreneur's Mind

***2004 Founding Partners:***

New Commons  
 SCT Group, Inc  
 The Digital Farm  
 Urban Ventures, Inc  
 DramaWorks  
 InterActive  
 The Rhode Island  
 Foundation

***2004 – 2005 Business Partners***

Sir Speedy  
 Downtown  
 Premier Printing  
 Resource

design M design W  
 Graphic Design &  
 Creative Director

MailTec/ LoyalTec  
 Direct Mail Provider

*underwritten in part by:*

The Rhode Island  
 Foundation,  
 RI Economic Policy  
 Council,  
 Urban Ventures, Inc  
 &  
 City of Providence

	<b>Corporate Mind</b>	<b>Entrepreneur's Mind</b>
<b>Orientation to change</b>	Change is too often a threat, not necessarily your friend	Change fuels your business
<b>Mindset for risk</b>	Mitigate or limit liabilities; too often unable to step into an opportunity unless all resources are lined up first	Pursue the opportunity, leverage assets; accept liabilities or downsides as givens and do not fret much
<b>Use of organizational structure</b>	Functional "stove pipes" with command and control from the top	Agile for continuous innovation – a federation of entrepreneurs
<b>Your character matters</b>	Expressing character is not that important and often not encouraged	Being true to your essence matters
<b>Expressing creativity</b>	Prefer to work a proven model	Build something from nothing – business is a creative act; you do adopt proven practices that fit

© 2004 New Commons, Inc., Robert J. Leaver