

Title:

Grow Your Business By Finding Your ^Hidden~ Organization

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Summary:

Have you ever wondered what enables some entrepreneurs to exponentially grow their businesses

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Article Body:

Have you ever wondered what enables some entrepreneurs to exponentially grow their businesses

This may be a totally new concept to consider. It's easy to think of giant corporations as hav

Just as your business is part of your customers' external organization, it also has external s

Who makes up your hidden organization?

It can be challenging to identify the many stakeholders who impact your business. While some o

-Customers

-Suppliers

-Outsource providers (payroll services, virtual assistants, etc.)

-Advisors (attorneys, accountants, bankers, business coaches, consultants, etc.)

-Alliance partners

-Subcontractors

-Competitors

-Business and trade associations to which you belong

-Advisory boards

When you uncover the wide variety of support, knowledge, skills, capabilities, and resources t

While large companies have organizational charts that map out functions of departments and rol

As you continue to identify stakeholders, be sure to update your organization chart on a regul

Realigning your vision of your organization so it includes these and other external stakeholde

Leading and managing your hidden organization

Now that you've discovered your hidden organization, the next challenge is to lead and manage

Clients often tell me that unexpected and persistent problems seem to come out of nowhere (thi

As you lead and manage your hidden organization, here are three questions to ask yourself on a

- What is the uniqueness of each stakeholder? Just as no two people are alike; no two stakehol

- Are my stakeholders capable of doing what I want? Since external stakeholders have other pri

- Are my stakeholders willing to do what I want? External stakeholders don't always share your

To fully meet organizational challenges and lead your organization to high performance results

Discover the power of your hidden organization

Many entrepreneurs, especially those who are used to working as ^gangs of one~, overlook and u
Once you recognize that you are the architect of your own organization, the issues of leading
Harnessing the power of your hidden organization will help you to discover untapped opportunit

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