



**Chambers**  
**Ireland**  
Advancing business together

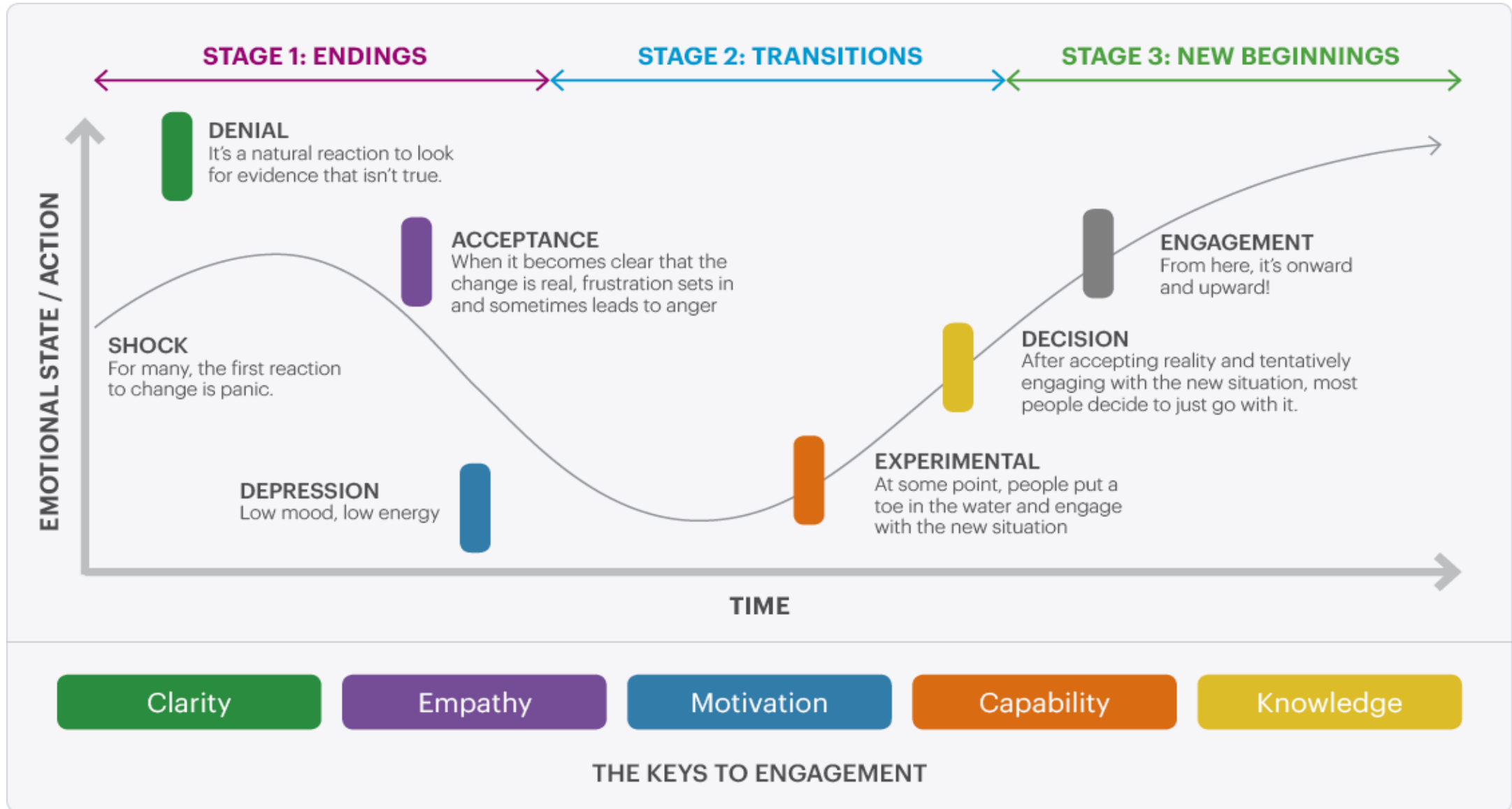
## Reboot your Business – Through your development plan

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**Topic 6:**  
**Who do I need to work with to deliver the plan?**

**Michael Mulligan**

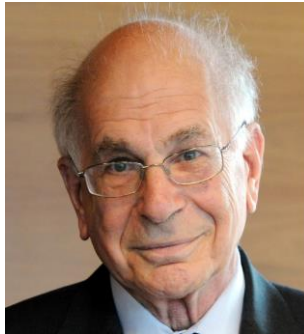
# Shared human experience to change: Kübler Ross Change Curve



# Individual response to Change

People have 2 thinking systems which drives our behaviour (Daniel Kahneman)

## Thinking systems: fast and slow

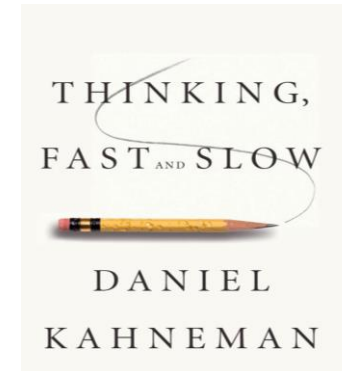


### System 1

- Fast
- Unconscious mind
- Automated
- Instinctive (gut)

### System 2

- Slow
- Conscious mind
- Deliberate
- Voluntary



What approach do you take when it comes to making decisions?

## Starting with You

- ✓ What can I do myself?
- ✓ What areas do I need support in?
- ✓ Chambers Ireland & Skillnet Ireland
- ✓ LEO; EI; ISME; Other Networks

## Business Partner / Stakeholders

- ✓ How can you get the best out of your BP?
- ✓ Recommendations for those who don't have a BP?
- ✓ Are you mainly planning short term / long term?

## Accountant & Other Supports

Any other tips?

- ✓ Quid pro quo
- ✓ Complementary supports

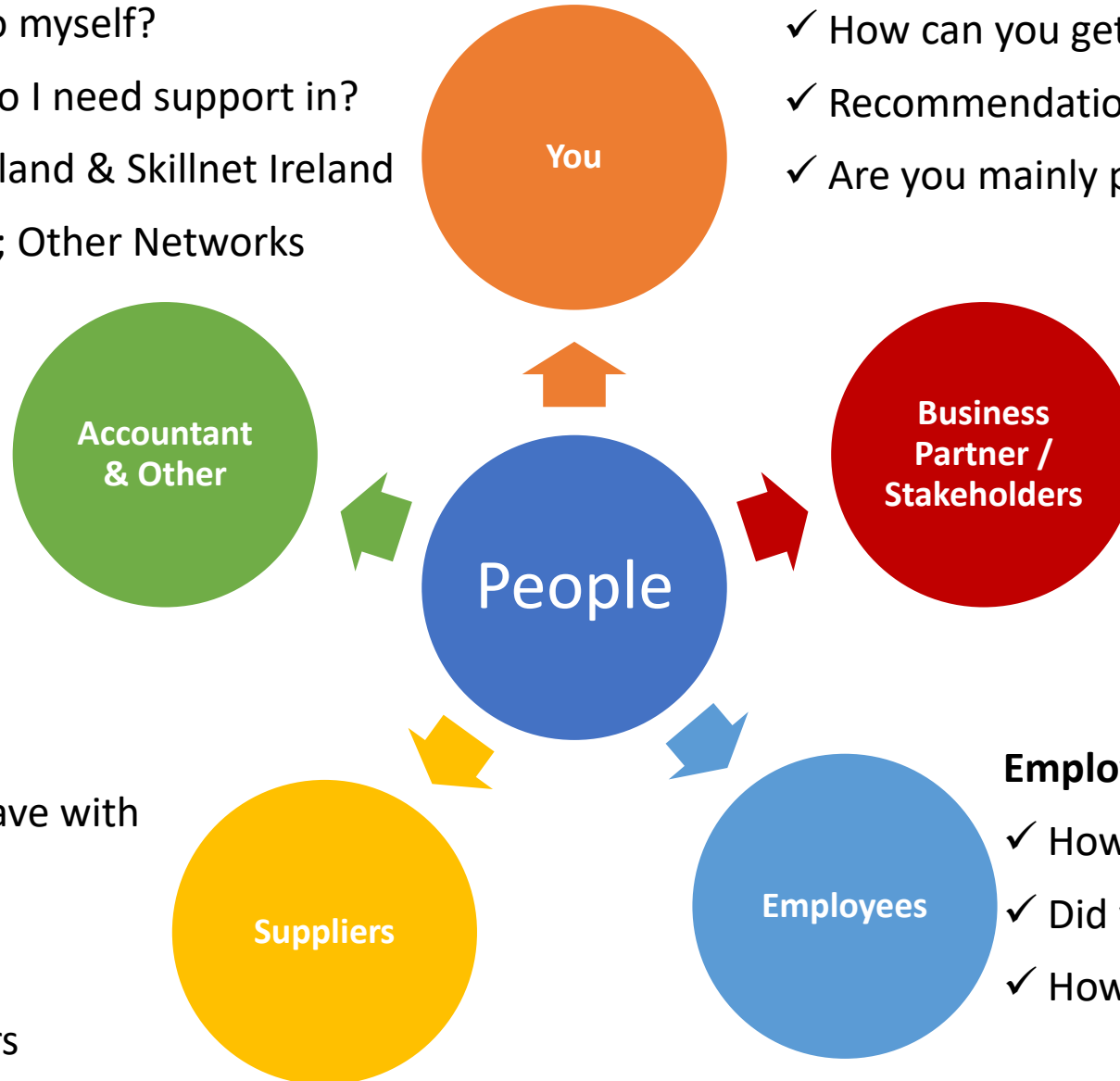
## Suppliers

- ✓ What conversation did you have with suppliers?

\*For those without suppliers:  
Tips for engaging with customers

## Employees

- ✓ How did you get buy in for the pivot?
- ✓ Did you need to train / re-train?
- ✓ How do you manage employees?



# Top tips and Supports for SMEs

**Mary & Chris Mitchell – 5 Top tips for SMEs**



## **Mentoring supports**

Chambers Ireland and Skillnet Ireland:

For more information visit [www.griffith.ie](http://www.griffith.ie) or email [chambers@griffith.ie](mailto:chambers@griffith.ie)

## **Local Enterprise Office (LEO):**

Business Continuity voucher: <https://www.localenterprise.ie/response/Business-Continuity-Voucher/>

Trading Online Voucher: <https://www.localenterprise.ie/Discover-Business-Supports/Trading-Online-Voucher-Scheme-/>

**Enterprise Ireland (EI):** <https://www.enterprise-ireland.com/en/>

**Irish SME Association (ISME):** <https://isme.ie/>

