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Six Habits of Strategic Entrepreneurs by Jayden Chu

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What does it mean to be strategic? What does it have to do in a country such asÂ Malaysia? Heaps, to be honest. It can have an important impact when you are doing business with other companies. While we all have the habit of dealing with what is immediately in front of us since it is the one that seems to be the most urgent, that is a mistake that may cost our business. So yes, we have to be strategic, especially if you are conducting aÂ lead generation campaignÂ forÂ B2B leads. Being strategic is not being lazy, mind you, it is about being ready for what the future may bring.

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Below are the six traits of strategic thinkers:

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1.Knows how to anticipateÂ â€“ changes in the business community may not be obvious at the onset, so it pays for an entrepreneur to look ahead and prepare. You have to look beyond what your business covers, as well as build a network that can provide you crucial business information.

2.Always think criticallyÂ â€“ this is also a good trait for businessmen to have in order to be strategic. Being able think critically, getting to the bottom of a problem, questioning the current mindset of many businesses, as well as other factors, can affect what your business may become in the future. It may save you from future headaches.

3.Good interpreterÂ â€“ information is important in business, but if you do not know how to interpret the endless flow of data coming in, then you might miss something. You have to be able to see patterns, seeing the general picture. You should also be able to question and test the validity of your strategies, as well as encouraging others to do the same.

4.Making the right decisionsÂ â€“ sometimes, the data available and the demands of your time might make it difficult for you to make a choice, further paralyzing your operations. What matters here is that your choices get to the heart of the matter, leaving the more complex (and requiring perfect) decisions to your superiors. If you are the superior, then you have to carefully craft your decisions based on what you know is right and what needs to be done.

5.Get others to align with youÂ â€“ good strategists are able to foster unity of vision in the organization. That is a task that may be a bit hard to achieve, since it can be a difficult task to get all parties involved to agree. Being able to foster open dialogue, discuss the toughest issues, as well as figuring out a viable solution is a mark of a good business leader.

6.Willing to learnÂ â€“ business and the market is constantly changing, requiring new solutions and strategies. Being willing to try new things and implementing them if they will work is also a mark of a great innovator in the company.

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These six marks of great strategists should be emulated. The question here is this: Can you do it?

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