



Objectives Sheet

SBP 301 - Small Business for Senior Leaders

Course Learning/Performance Objectives followed by enabling learning objectives

SBP 301.U02.01	Determine how to adapt to a senior leadership position.
SBP 301.U02.01.01	Describe key variables that impact your role as a senior leader within your current assignment.
SBP 301.U02.01.02	Describe how senior leaders think and act differently from other professionals.
SBP 301.U02.01.03	Describe the skills that make senior leaders effective.
SBP 301.U02.01.04	Recognize the unique role of small business senior leadership in your current assignment.
SBP 301.U02.01.05	Identify effective approaches for running a small business office.
SBP 301.U02.01.06	Identify effective approaches for solving complex problems and addressing complex situations.
SBP 301.U02.01.07	Identify the skills necessary to build coalitions to get results.
SBP 301.U02.01.08	Identify the skills necessary to motivate and manage people to get results.
SBP 301.U02.01.09	Identify effective approaches for holding oneself and others accountable for achieving desired results.
SBP 301.U02.01.10	Identify critical thinking skills
SBP 301.U02.01.11	Create and communicate a vision statement.
SBP 301.U03.01	Align your functional mission with the organizational mission.
SBP 301.U03.01.01	Analyze your functional area.
SBP 301.U03.01.02	Analyze your organizational chain.
SBP 301.U03.01.03	Assess the health of your Office of Small Business Programs (OSBPs).
SBP 301.U03.01.04	Inform key senior leaders and stakeholders about your small business program mission, alignment, and value within your component or organization.
SBP 301.U04.01	Implement the processes necessary to manage your Office of Small Business Programs (OSBP) to meet the mission.
SBP 301.U04.01.01	Given a challenge, develop processes to appropriately provide resources for your office.
SBP 301.U04.01.02	Implement processes to appropriately manage the daily operations of your office.
SBP 301.U04.01.03	Identify methods and practices for monitoring progress toward achieving objectives.
SBP 301.U04.01.04	Practice techniques to establish, build, and maintain successful professional relationships.
SBP 301.U04.01.05	Establish your strategic plan.
SBP 301.U05.01	Implement a communication plan that promotes small business and fosters organizational understanding, awareness, and collaboration.
SBP 301.U05.01.01	Develop an Office of Small Business Programs (OSBP) communication plan to promote the small business program and enhance organizational understanding and awareness.
SBP 301.U05.01.02	Develop persuasive content to explain the details and benefits of small business programs to key internal or external stakeholders.
SBP 301.U05.01.03	Deliver persuasive content to key internal or external stakeholders.
SBP 301.U06.01	Apply a Small Business Senior Leader perspective to participate in the development, refinement, and implementation of small business authorities.
SBP 301.U06.01.01	Identify and describe the origins of the authorities that regulate small-business-related activities.
SBP 301.U06.01.02	Describe the process by which small business authorities are initiated, developed, reviewed, approved, and implemented.
SBP 301.U06.01.03	Review potential authorities to determine possible implications for Offices of Small Business Programs (OSBPs).
SBP 301.U06.01.04	Develop an implementation plan for potential new authorities.
SBP 301.U07.01	Serve as a Small Business Senior Leader and advisor to key stakeholders and decision makers.
SBP 301.U07.01.01	Apply critical thinking skills to address complex small- business-related situations.
SBP 301.U07.01.02	Demonstrate diplomacy and political savvy when interacting with internal and external leaders.
SBP 301.U07.01.03	Apply leadership tools and techniques to provide advice and recommendations to key stakeholders.
SBP 301.U07.01.04	Analyze and advocate for multiple perspectives related to small business scenarios.
SBP 301.U08.01	Analyze current and challenging issues in small business acquisitions.
SBP 301.U08.01.01	Apply critical thinking skills to current and challenging issues in small business acquisitions.