The Innovators Toolkit 50 Techniques For Predictable And Sustainable Organic Growth

Have you ever come up with an idea for a new product or service but didn't take any action because you thought it would be too risky? Or at work, have you had what you thought could be a big idea for your company—perhaps changing the way you develop or distribute a product, provide customer service, or hire and train your employees? If you have, but you haven't known how to take the next step, you need to understand what the authors call the innovator's method—a set of tools emerging from lean start-up, design thinking, and agile software development that are revolutionizing how new ideas are created, refined, and brought to market. To date these tools have helped entrepreneurs, designers, and software developers manage uncertainty—through cheap and rapid experiments that systematically lower failure rates and risk. But many managers and leaders struggle to apply these powerful tools within their organizations, as they often run counter to traditional managerial thinking and practice. Authors Nathan Furr and Jeff Dyer wrote this book to address that very problem. Following the breakout success of The Innovator's DNA—which Dyer wrote with Hal Gregersen and bestselling author Clay Christensen to provide a framework for generating ideas—this book shows how to make those ideas actually happen, to commercialize them for success. Based on

their research inside corporations and successful start-ups, Furr and Dyer developed the innovator's method, an end-to-end process for creating, refining, and bringing ideas to market. They show when and how to apply the tools of their method, how to adapt them to your business, and how to answer commonly asked questions about the method itself, including: How do we know if this idea is worth pursuing? Have we found the right solution? What is the best business model for this new offering? This book focuses on the "how"—how to test, how to validate, and how to commercialize ideas with the lean, design, and agile techniques successful start-ups use. Whether you're launching a start-up, leading an established one, or simply working to get a new product off the ground in an existing company, this book is for you.

More and more people have to organize or moderate innovation processes, creative workshops and design thinking projects and need help when choosing appropriate tools. At the same time, the number of available methods has virtually exploded in recent years – making it difficult to find the most appropriate method. This book presents 555 of the most important innovation methods and tools, selected and curated by experienced innovation professionals. A step-by-step explanation for each method allows for easy implementation in your own team meeting or workshop. Further information on each method, such as method results, experience insights, required innovation skills and numerous illustrations help the reader to select the right instrument and adapt it to their respective goal. Whether you are a beginner or a

professional, the book will help you to select methods quickly and safely. Innovation managers and everyone responsible for projects and products will find invaluable help for their work in this dictionary. It also offers a Design Thinking reference for all methods as well as a free online method search with various search paths. The Global Innovation Index 2020 provides detailed metrics about the innovation performance of 131 countries and economies around the world. Its 80 indicators explore a broad vision of innovation, including political environment, education, infrastructure and business sophistication. The 2020 edition sheds light on the state of innovation financing by investigating the evolution of financing mechanisms for entrepreneurs and other innovators, and by pointing to progress and remaining challenges – including in the context of the economic slowdown induced by the coronavirus disease (COVID-19) crisis.

The pressure to generate big ideas can feel overwhelming. We know that bold innovations are critical in these disruptive and competitive times, but when it comes to breakthrough thinking, we often freeze up. Instead of shooting for a $10-billion payday or a Nobel Prize, the most prolific innovators focus on Big Little Breakthroughs—small creative acts that unlock massive rewards over time. By cultivating daily micro-innovations, individuals and organizations are better equipped to tackle tough challenges and seize transformational opportunities. How did a convicted drug dealer launch and scale a massively successful fitness company? What core mindset drove LEGO to become the largest

toy company in the world? How did a Pakistani couple challenge the global athletic shoe industry? What simple habits led Lady Gaga, Banksy, and Lin-Manuel Miranda to their remarkable success? Big Little Breakthroughs isn't just for propeller-head inventors, fancy-pants CEOs, or hoodie-donning tech billionaires. Rather, it's a surpassingly simple system to help everyday people become everyday innovators.

The long-awaited follow-up to the international bestsellers, Business Model Generation and Value Proposition Design Alex Osterwalder and Yves Pigneurs' Business Model Canvas changed the way the world creates and plans new business models. It has been used by corporations and startups and consultants around the world and is taught in hundreds of universities. After years of researching how the world's best companies develop, test, and scale new business models, the authors have produced their definitive work. The Invincible Company explains what every organization can learn from the business models of the world's most exciting companies. The book explains how companies such as Amazon, IKEA, Airbnb, Microsoft, and Logitech, have been able to create immensely successful businesses and disrupt entire industries. At the core of these successes are not just great products and services, but profitable, innovative business models--and the ability to improve existing business models while consistently launching new ones. The Invincible Company presents practical new tools for measuring, managing, and accelerating innovation, and strategies for reducing risk when launching new business

models. Serving as a blueprint for your growth strategy, The Invincible Company explains how to constantly stay ahead of your competition. In-depth chapters explain how to create new growth engines, change how products and services are created and delivered, extract maximum profit from each type of business model, and much more. New tools—such as the Business Model Portfolio Map, Innovation Metrics, Innovation Strategy Framework, and the Culture Map—enable readers to understand how to design invincible companies. The Invincible Company: ? Helps large and small companies build their growth strategy and manage their core simultaneously ? Explains the world's best modern and historic business models ? Provides tools to assess your business model, innovation readiness, and all of your innovation projects Presented in striking 4-color, and packed with practical visuals and tools, The Invincible Company is a must-have book for business leaders, entrepreneurs, and innovation professionals. A new classic, cited by leaders and media around the globe as a highly recommended read for anyone interested in innovation. In The Innovator's DNA, authors Jeffrey Dyer, Hal Gregersen, and bestselling author Clayton Christensen (The Innovator's Dilemma, The Innovator's Solution, How Will You Measure Your Life?) build on what we know about disruptive innovation to show how individuals can develop the skills necessary to move progressively from idea to impact. By identifying behaviors of the world's best innovators—from leaders at Amazon and Apple to those at Google, Skype, and Virgin Group—the authors outline five discovery skills that

distinguish innovative entrepreneurs and executives from ordinary managers: Associating, Questioning, Observing, Networking, and Experimenting. Once you master these competencies (the authors provide a self-assessment for rating your own innovator's DNA), the authors explain how to generate ideas, collaborate to implement them, and build innovation skills throughout the organization to result in a competitive edge. This innovation advantage will translate into a premium in your company's stock price—an innovation premium—which is possible only by building the code for innovation right into your organization's people, processes, and guiding philosophies. Practical and provocative, The Innovator's DNA is an essential resource for individuals and teams who want to strengthen their innovative prowess. A leading innovation scholar explains the growing phenomenon and impact of free innovation, in which innovations developed by consumers and given away "for free." In this book, Eric von Hippel, author of the influential Democratizing Innovation, integrates new theory and research findings into the framework of a "free innovation paradigm." Free innovation, as he defines it, involves innovations developed by consumers who are self-rewarded for their efforts, and who give their designs away "for free." It is an inherently simple grassroots innovation process, unencumbered by compensated transactions and intellectual property rights. Free innovation is already widespread in national economies and is steadily increasing in both scale and scope. Today, tens of millions of consumers are collectively spending tens of billions of dollars annually

on innovation development. However, because free innovations are developed during consumers' unpaid, discretionary time and are given away rather than sold, their collective impact and value have until very recently been hidden from view. This has caused researchers, governments, and firms to focus too much on the Schumpeterian idea of innovation as a producer-dominated activity. Free innovation has both advantages and drawbacks. Because free innovators are self-rewarded by such factors as personal utility, learning, and fun, they often pioneer new areas before producers see commercial potential. At the same time, because they give away their innovations, free innovators generally have very little incentive to invest in diffusing what they create, which reduces the social value of their efforts. The best solution, von Hippel and his colleagues argue, is a division of labor between free innovators and producers, enabling each to do what they do best. The result will be both increased producer profits and increased social welfare—a gain for all.

Smart leaders know that they would greatly increase productivity and innovation if only they could get everyone fully engaged. So do professors, facilitators and all changemakers. The challenge is how. Liberating Structures are novel, practical and no-nonsense methods to help you accomplish this goal with groups of any size. Prepare to be surprised by how simple and easy they are for anyone to use. This book shows you how with detailed descriptions for putting them into practice plus tips on how to get started and traps to avoid. It takes the design and facilitation methods

experts use and puts them within reach of anyone in any organization or initiative, from the frontline to the C-suite. Part One: The Hidden Structure of Engagement will ground you with the conceptual framework and vocabulary of Liberating Structures. It contrasts Liberating Structures with conventional methods and shows the benefits of using them to transform the way people collaborate, learn, and discover solutions together. Part Two: Getting Started and Beyond offers guidelines for experimenting in a wide range of applications from small group interactions to system-wide initiatives: meetings, projects, problem solving, change initiatives, product launches, strategy development, etc. Part Three: Stories from the Field illustrates the endless possibilities Liberating Structures offer with stories from users around the world, in all types of organizations -- from healthcare to academic to military to global business enterprises, from judicial and legislative environments to R&D. Part Four: The Field Guide for Including, Engaging, and Unleashing Everyone describes how to use each of the 33 Liberating Structures with step-by-step explanations of what to do and what to expect. Discover today what Liberating Structures can do for you, without expensive investments, complicated training, or difficult restructuring. Liberate everyone's contributions -- all it takes is the determination to experiment.

Reveals the importance of innovation in American global competitiveness, profiling some of today's most compelling young innovators while explaining how they have succeeded through the

unconventional methods of parents, teachers, and mentors.

This newly revised and updated companion for every innovator, innovation team leader, operations manager and corporate change agent presents, in an easy-to-use format, more than 50 tools and techniques for identifying innovation opportunities, generating new and unusual ideas and implementing new solutions.

"Communicating radical innovation is very different from discussing marginal change. Erwin's book provides a serious analysis of why, in this era of VUCA—Volatility, Uncertainty, Complexity and Ambiguity—we need to change our individual and organizational modes of communication. Erwin then provides a series of concrete, practical communication methodologies that we so need. Communicating the New is a book that needs to be offered in all of our best business-school classes." —Bruce Nussbaum, author of Creative Intelligence, former assistant managing editor for BusinessWeek, and Professor of Innovation & Design at Parsons The New School of Design "One of the main problems with executing innovation in organizations is also one of the least obvious. Communicating The New reminds us about an often neglected but crucial part in the innovation process. Applying the principles contained in this book will increase your chances for innovation success, both inside your

company—overcoming organizational barriers, as well as outside—convincing your customers. This is an essential read for those who not only preach for improving the current state of things, but more important to those responsible for executing it." —Luis Arnal, Managing Partner, INSITUM "I was hooked instantly. The names of people that I should give this book to keep building with each new chapter. Communicating the New is thorough as well as thoughtful in providing an impressive compendium of models, framework, methods, and tools for navigating the 21st-century challenges of creating The New. Finally, a useful resource to navigate the complexity of creating The New." —Clement Mok, Designer, Entrepreneur, and Instigator "Anyone who has experienced the challenge of co-creating The New and engaging enterprise audiences will find useful ways to produce insight, influence, and impact." —Paul Siebert, Director of Research + Strategy, Steelcase

Why do some innovation projects succeed where others fail? The book reveals the business implications of Jobs Theory and explains how to put Jobs Theory into practice using Outcome-Driven Innovation.

How to Innovate and Execute Leaders already know that innovation calls for a different set of activities, skills, methods, metrics, mind-sets, and leadership approaches. And it is well understood that creating a

new business and optimizing an already existing one are two fundamentally different management challenges. The real problem for leaders is doing both, simultaneously. How do you meet the performance requirements of the existing business—one that is still thriving—while dramatically reinventing it? How do you envision a change in your current business model before a crisis forces you to abandon it? Innovation guru Vijay Govindarajan expands the leader's innovation tool kit with a simple and proven method for allocating the organization's energy, time, and resources—in balanced measure—across what he calls "the three boxes": • Box 1: The present—Manage the core business at peak profitability • Box 2: The past—Abandon ideas, practices, and attitudes that could inhibit innovation • Box 3: The future—Convert breakthrough ideas into new products and businesses The three-box framework makes leading innovation easier because it gives leaders a simple vocabulary and set of tools for managing and measuring these different sets of behaviors and activities across all levels of the organization. Supported with rich company examples—GE, Mahindra & Mahindra, Hasbro, IBM, United Rentals, and Tata Consultancy Services—and testimonies of leaders who have successfully used this framework, this book solves once and for all the practical dilemma of how to align an organization on the

critical but competing demands of innovation. Explains how companies must pinpoint business strategies to a few critically important choices, identifying common blunders while outlining simple exercises and questions that can guide day-to-day and long-term decisions.

'Innovative, well organised, readable and authoritative. This is a text that takes a modern and refreshing approach to a subject that is an essential ingredient on today's economic agenda' - Graham Beaver, Professor of Strategic Management, Visiting Professor to Queensland University of Technology, Fellow of the University of Warwick Not everyone who wants to study entrepreneurship has a theoretical background in business. Specifically written for students who do not have a strong business theory background, the authors of Entrepreneurship for Everyone bring alive the crucial issues for understanding this dynamic field. Going beyond the traditional textbook, the authors equip students with the necessary business knowledge and essential practical advice on applying that knowledge in the real world, to a range of types of industry - from sustainable industries, information technology, healthcare, biotechnology, as well as the musical and creative industries. Key entrepreneurship concepts that are covered include: - the theories and tools of creative thinking - market research - intellectual property protection - relevant

economics If you are coming to this area anew, and especially if you are interested in how entrepreneurship is applied, putting this text back on the shelf could cost you real success.

How to use this book: 8 Chapters; 48 Case studies; 20 Tools; 7 Core skills; 29 Designers; 36 Hacks; >150 Visuals.

Promote positive change and elevate teacher practice with this actionable framework for school-based innovation Inquiry-Driven Innovation: A Practical Guide to Supporting School-Based Change addresses a pressing need for intentional and sustained innovation in education. It is both a practical guide for supporting school-based change and a handbook for effective professional development that empowers and re-energizes practitioners. Throughout this book, educators will find a wealth of examples from different school contexts and a rich array of research-based pedagogical tools and resources. In recent years, educational innovation and school redesign have been the focus for many school boards and departments of education. However, current school-based innovation methods typically lack flexibility and intentionality. Inquiry-Driven Innovation offers an approach to innovation that recognizes local contexts, promotes listening across stakeholder groups, and suggests structures for ongoing and purpose-driven work. Discover an actionable framework for school-based innovation Learn from real-world case studies of educators developing innovation strategies in a variety of school contexts Explore an

Innovation Toolkit filled with research-based pedagogical tools and resources for educators In this book, you'll learn the five essential qualities of Inquiry-Driven Innovation: an ongoing process that empowers individuals and communities to pursue positive change that is both relevant and responsive to their contexts. Inquiry-Driven Innovation is purposeful and intentional; attentive to multiple perspectives; adapted to context; sustained and iterative; and structured and supported. Read this book to learn how you can implement evidence-based innovation strategies in your own community.

The process of user-centered innovation: how it can benefit both users and manufacturers and how its emergence will bring changes in business models and in public policy. Innovation is rapidly becoming democratized. Users, aided by improvements in computer and communications technology, increasingly can develop their own new products and services. These innovating users—both individuals and firms—often freely share their innovations with others, creating user-innovation communities and a rich intellectual commons. In Democratizing Innovation, Eric von Hippel looks closely at this emerging system of user-centered innovation. He explains why and when users find it profitable to develop new products and services for themselves, and why it often pays users to reveal their innovations freely for the use of all.The trend toward democratized innovation can be seen in software and information products—most notably in the free and open-source software movement—but also in physical

products. Von Hippel's many examples of user innovation in action range from surgical equipment to surfboards to software security features. He shows that product and service development is concentrated among "lead users," who are ahead on marketplace trends and whose innovations are often commercially attractive. Von Hippel argues that manufacturers should redesign their innovation processes and that they should systematically seek out innovations developed by users. He points to businesses—the custom semiconductor industry is one example—that have learned to assist user-innovators by providing them with toolkits for developing new products. User innovation has a positive impact on social welfare, and von Hippel proposes that government policies, including R&D subsidies and tax credits, should be realigned to eliminate biases against it. The goal of a democratized user-centered innovation system, says von Hippel, is well worth striving for. An electronic version of this book is available under a Creative Commons license.

Learn from the Best Great leaders of innovation know that creativity is not enough. They succeed not only on the basis of their ideas, but because they have the vision, reputation, and networks to win the backing needed to commercialize them. It turns out that this quality--called "innovation capital"--is measurably more important for innovation than just being creative. The authors have spent decades studying how people get great ideas (the subject of The Innovator's DNA) and how people test and develop those ideas (explored in The Innovator's Method). Now they share what they've

learned from a multipronged research program designed to determine how people compete for, and obtain, resources to launch new ideas: How you can build a personal reputation for innovation What techniques you can use to amplify your innovation capital How you can garner attention for your ideas and projects and persuade audiences to support them What it means to provide visionary leadership and how you can achieve it Featuring interviews with the superstars of innovation--individuals like Jeff Bezos (Amazon), Elon Musk (Tesla), Marc Benioff (Salesforce), Indra Nooyi (PepsiCo), and Shantanu Narayen (Adobe)--this book will help you position yourself and your ideas to compete for attention and resources so that you can launch innovations with impact.

New Tools to Overcome the Human Barriers to Change Leaders know that their job is to transform their organizations to keep pace with technology and an ever-changing business environment. They also know that they are bound to fail in doing so. But this discouraging prospect is not because they won't be able to solve a technological or strategic problem. Leaders will fail because of intractable human responses associated with change--responses such as fear, ingrained habits, politics, incrementalism, and lack of imagination. These stumbling blocks always arise when we humans are faced with change, but what if we had a way to transcend them? This book reveals a radical new method for doing just that. Written by the executive who designed and implemented it, the neuroscientist who helped make it work, and the academic who explains

why it works and how to do it, Leading Transformation introduces an innovative yet proven process for creating breakthrough change. Divided into three steps--envisioning the possible, breaking down resistance, and prototyping the future--this process uses cutting-edge tools such as science fiction, cartoons, rap music, artifact trails, and neuroprototypes to overcome people's inability to imagine or react to what doesn't yet exist, override powerful habits and routines that prevent them from changing, and create compelling narratives about the organization's future and how to get there. Showing how these tools have been used successfully by companies such as Lowe's, Walmart, Pepsi, IKEA, Google, Microsoft, and others, the process revealed in this book gives leaders the means to transcend the human barriers that block change and lead their organizations confidently into the future.

A compendium of tools and techniques that every innovator needs The Innovator's Toolkit is an essential companion for every innovator, innovation team leader, operations manager, and corporate change agent who needs to drive organic growth. Written and presented in an easy-to-use reference format, the book helps users understand why, when, and how to apply each technique for maximum benefits and results. The fifty-plus tools and techniques in this book are organized around a framework for identifying innovation opportunities, generating new and unusual ideas, selecting the best ideas for further refinement, and implementing new solutions that better meet customer expectations. This revised second edition includes significant updates to

nearly two dozen techniques Also offers several brand new techniques, including Idea Harvesting and Treatment, Seventy-six Standard Solutions, and Six Thinking Hats This updated and revised edition of The Innovator's Toolkit simply helps innovation leaders, managers, and specialists do their jobs better than ever before—giving them more confidence, greatly reducing the chance of expensive failures, and packing more practical innovation knowhow under one cover than ever before.

In the ever-changing world of business, we've arrived at a point where process has trumped culture, where the race toward efficiency has left us unable to reach our potential. Stuck in the land of status quo, we've forgotten how to think. The very structures put in place to help businesses grow are now holding us back;; it's time to Kill the Company. This book is a call to arms: to start a revolution in how we think and work. But instead of more one-size-fits-all change initiatives forced upon employees, we need to embrace small changes that create ripple effects throughout the organization. Lisa Bodell urges companies to move from "Zombies, Inc." to "Think, Inc." Thinking can no longer be exclusive to the creative team or lead strategists. A culture of curiosity must be fostered among the ranks to shake up our standard practices, from unproductive meetings to go-nowhere strategic planning. This revolution can and will awaken our ability to think, and ultimately, to innovate and grow.

From the author of The Little Black Book of Innovation, a new guide for using the power of habit to build a culture

of innovation Leaders have experimented with open innovation programs, corporate accelerators, venture capital arms, skunkworks, and innovation contests. They've trekked to Silicon Valley, Shenzhen, and Tel Aviv to learn from today's hottest, most successful tech companies. Yet most would admit they've failed to create truly innovative cultures. There's a better way. And it all starts with the power of habit. In Eat, Sleep, Innovate, innovation expert Scott Anthony and his impressive team of coauthors use groundbreaking research in behavioral science to provide a first-of-its-kind playbook for empowering individuals and teams to be their most curious and creative—every single day. Throughout the book, the authors reveal a collection of BEANs—behavior enablers, artifacts, and nudges—they've collected from workplaces across the globe that will unleash the natural innovator inside everyone. In addition to case studies of "normal organizations doing extraordinary things," they provide readers with the tools to create their own hacks and habits, which they can then use to build and sustain their own models of a culture of innovation. Fun, lively, and utterly unique, Eat, Sleep, Innovate is the book you need to make innovation a natural and habitual act within your team or organization.

NEW YORK TIMES BESTSELLER. A habit expert from Stanford University shares his breakthrough method for building habits quickly and easily. With Tiny Habits you'll increase productivity by tapping into positive emotions to create a happier and healthier life. Dr. Fogg's new and extremely practical method picks up where Atomic Habits left off. "There are many great books on the topic

[of habits]: The Power of Habit, Atomic Habits, but this offers the most comprehensive, practical, simple, and compassionate method I've ever come across." ??—?? John Stepper, Goodreads user BJ FOGG is here to change your life??—??and revolutionize how we think about human behavior. Based on twenty years of research and Fogg's experience coaching more than 40,000 people, Tiny Habits cracks the code of habit formation. With breakthrough discoveries in every chapter, you'll learn the simplest proven ways to transform your life. Fogg shows you how to feel good about your successes instead of bad about your failures. This proven, step-by-step guide will help you design habits and make them stick through positive emotion and celebrating small successes. Whether you want to lose weight, de-stress, sleep better, or be more productive each day, Tiny Habits makes it easy to achieve??—??by starting small.

Research shows that up to seventy percent of all change initiatives fail. Let's face it, change is hard, as is getting an organization on board and working through the process. One thing that has been known to be effective is onboarding teams not only to understand this change, but to see the process and the progress of institutional change. Charting Change will help teams and companies visualize this complicated process. Kelley has developed the Change Planning Canvas, which enables leadership and project teams to easily discuss the variable that will influence the change effort and organize them in

a collaborative and visual way. It will help managers build a cohesive approach that can be more easily embraced by employees who are charged with the actual implementation of change. This book will teach readers how to use this visual toolkit to build a common language and vision for implementing change.

Students become experts and innovators through Concept-Based teaching Innovators don't invent without a deep understanding of how the world works. With this foundation, they apply conceptual understanding to solve new problems. We want our students to not only retain ideas, but relate them to other things they encounter, using each new situation to add nuance and sophistication to their thinking. To do this, they need conceptual understanding. This book serves as a road map for Concept-Based teaching. Discover how to help students uncover conceptual relationships and transfer them to new situations. Specifically, teachers will learn: Strategies for introducing conceptual learning to students Four lesson frameworks to help students uncover conceptual relationships How to assess conceptual understanding, and How to differentiate concept-based instruction Look no further. For deep learning and innovative thinking, this book is the place to start. "The authors tear down the false dichotomies of traditional vs innovative education and provide a

practical toolkit for developing creativity and applying knowledge through Concept-Based learning. Every practitioner needs this book to juxtapose what worked well in the 20th Century with what is essential in the 21st Century and beyond." Michael McDowell, Superintendent Ross School District, Ross, CA "While most good educators recognise the incredible value of teaching conceptually, it is challenging. The authors have created accessible, practical baby steps for every teacher to use." Dr. Vincent Chan, principal Fairview International School, Kuala Lumpur, Malaysia

What is the best way for a company to innovate? That's exactly the wrong question.The better question: How can organizations get the maximum possible value from their innovationinvestments? Advice recommending "innovation vacations" and the luxury of failure may bewonderful for organizations with time to spend and money to waste. But this book addresses theinnovation priorities of companies that live in the real world of limits. They want fast, frugal,and high impact innovations. They don't just seek superior innovation, they want superiorinnovators. In The Innovator's Hypothesis, innovation expertMichael Schrage advocates a cultural and strategic shift: small teams, collaboratively--andcompetitively -- crafting business experiments that make top management sit up and take notice.Creativity within constraints -- clear

deadlines and clear deliverables -- is what seriousinnovation cultures do. Schrage introduces the 5X5 framework: giving diverse teams of five people upto five days to come up with portfolios of five business experiments costing no more than $5,000each and taking no longer than five weeks to run. The book describes multiple portfolios of 5X5experiments drawn from Schrage's advisory work and innovation workshops worldwide. These includefinancial service approaches for improving customer service and addressing security challenges; apharmaceutical company's hypotheses for boosting regulatory compliance; and a diaper divisions'efforts to give babies and parents alike better "diapering experiences" withglow-in-the-dark adhesives, diagnostic capability, and bundled wipes. Schrage's5X5 is enterprise innovation gone viral: Successful 5X5s make people more effective innovators, andmore effective innovators mean more effective innovations.

Logic will get you from A to B. Imagination will take you everywhere. -Albert Einstein Since the early 2000s, business storytelling has become a widely accepted strategy for companies around the world. Stories are harnessed in advertising, marketing, PR, and even leadership and culture development. Now for the first time ever, Once Upon an Innovation builds upon these practices and applies story techniques to creative problem solving and

innovation. Stories light up the imagination, fostering the creative collaboration necessary to inspire, develop, and commercialize winning ideas. Stories also trigger the brain to release oxytocin, the trust and empathy hormone, making them a powerful tool for understanding and addressing users' needs. This also means that storytelling methods can be applied to the other half of the battle-getting others on board with new ideas as they move through the various checkpoints in an organization. This easy-to-read, how to guidebook provides story-based strategies and tools to: * generate rich and meaningful ideas. * rally stakeholders and a team around a vision. * gain empathy for user and insights into users. * bring formative ideas to life for testing and prototyping. - develop storytelling skills to persuade and inspire others. With an engaging balance of anecdotes, theories, and tools, Jean Storlie and Mimi Sherlock take their combined 50+ years of experience to illustrate how storytelling can be applied to accelerate innovation and lead change. Gather around the campfire-your story starts now. A comprehensive and multidisciplinary view of the emerging paradigm of user and open innovation, offering both theoretical and empirical perspectives. The last two decades have witnessed an extraordinary growth of new models of managing and organizing the innovation process that emphasizes users over producers. Large parts of the

knowledge economy now routinely rely on users, communities, and open innovation approaches to solve important technological and organizational problems. This view of innovation, pioneered by the economist Eric von Hippel, counters the dominant paradigm, which cast the profit-seeking incentives of firms as the main driver of technical change. In a series of influential writings, von Hippel and colleagues found empirical evidence that flatly contradicted the producer-centered model of innovation. Since then, the study of user-driven innovation has continued and expanded, with further empirical exploration of a distributed model of innovation that includes communities and platforms in a variety of contexts and with the development of theory to explain the economic underpinnings of this still emerging paradigm. This volume provides a comprehensive and multidisciplinary view of the field of user and open innovation, reflecting advances in the field over the last several decades. The contributors—including many colleagues of Eric von Hippel—offer both theoretical and empirical perspectives from such diverse fields as economics, the history of science and technology, law, management, and policy. The empirical contexts for their studies range from household goods to financial services. After discussing the fundamentals of user innovation, the contributors cover communities and innovation; legal aspects of user and community

innovation; new roles for user innovators; user interactions with firms; and user innovation in practice, describing experiments, toolkits, and crowdsourcing, and crowdfunding. Contributors Efe Aksuyek, Yochai Benkler, James Bessen, Jörn H. Block, Annika Bock, Helena Canhão, Jeroen P. J. de Jong, Emmanuelle Fauchart, Dominique Foray, Nikolaus Franke, Johann Füller, Helena Garriga, Fred Gault, Fredrik Hacklin, Dietmar Harhoff, Joachim Henkel, Cornelius Herstatt, Christoph Hienerth, Venkat Kuppuswamy, Karim R. Lakhani, Christopher Lettl, Christian Lüthje, Ethan Mollick, Hidehiko Nishikawa, Alessandro Nuvolari, Susumu Ogawa, Pedro Oliveira, Stefan Perkmann Berger, Frank Piller, Christina Raasch, Susanne Roiser, Fabrizio Salvador, Pamela Samuelson, Tim Schweisfurth, Sonali K. Shah, Christoph Stockstrom, Katherine J. Strandburg, Stefan Thomke, Andrew W. Torrance, Mary Tripsas, Georg von Krogh
A novel approach to STEAM learning that engages students from historically marginalized communities in culturally relevant and inclusive maker education. The growing maker movement in education has become an integral part of both STEM and STEAM learning, tapping into the natural DIY inclinations of creative people as well as the educational power of inventing or making things. And yet African American, Latino/a American, and Indigenous people are underrepresented in maker culture and

education. In this book, Nettrice Gaskins proposes a novel approach to STEAM learning that engages students from historically marginalized communities in culturally relevant and inclusive maker education. Techno-vernacular creativity (TVC) connects technical literacy, equity, and culture, encompassing creative innovations produced by ethnic groups that are often overlooked. TVC uses three main modes of activity: reappropriation, remixing, and improvisation. Gaskins looks at each of the three modes in turn, guiding readers from research into practice. Drawing on real-world examples, she shows how TVC creates dynamic learning environments where underrepresented ethnic students feel that they belong. Students who remix computationally, for instance, have larger toolkits of computational skills with which to connect cultural practices to STEAM subjects; reappropriation offers a way to navigate cultural repertoires; improvisation is firmly rooted in cultural and creative practices. Finally, Gaskins explores an equity-oriented approach that makes a distinction between conventional or dominant pedagogical approaches and culturally relevant or responsive making methods and practices. She describes TVC habits of mind and suggests methods of instructions and projects.

Learn to Innovate and Make Real Change In our era of disruption and possibility, there are so many great opportunities within your grasp; however, most smart

and successful people miss out. Unfortunately, your capabilities are limited by the seven traps of path dependency, which cause you to repeat past decisions. These traps can limit you from seeing the potential of what could be. If you could overcome these traps, what could you accomplish? How much more successful could you be? Create the Future teaches you how to think disruptively, providing specific steps to create real innovation and change. This book combines Jeremy's high energy, provocative thinking with tactics that have been battle-tested through thousands of his team's projects advising leading innovators like Disney, Starbucks, Amex, IBM, Adidas, Google, and NASA. On top of all that, this is a double-sided book, paired with The Innovation Handbook, a revised edition of Jeremy's award-winning book, Exploiting Chaos. How to use the Design Thinking Tools A practical guide to make innovation happen The Design Thinking Toolbox explains the most important tools and methods to put Design Thinking into action. Based on the largest international survey on the use of design thinking, the most popular methods are described in four pages each by an expert from the global Design Thinking community. If you are involved in innovation, leadership, or design, these are tools you need. Simple instructions, expert tips, templates, and images help you implement each tool or method. Quickly and comprehensively familiarize

yourself with the best design thinking tools Select the appropriate warm-ups, tools, and methods Explore new avenues of thinking Plan the agenda for different design thinking workshops Get practical application tips The Design Thinking Toolbox help innovators master the early stages of the innovation process. It's the perfect complement to the international bestseller The Design Thinking Playbook.

An innovation classic. From Steve Jobs to Jeff Bezos, Clay Christensen's work continues to underpin today's most innovative leaders and organizations. A seminal work on disruption—for everyone confronting the growth paradox. For readers of the bestselling The Innovator's Dilemma—and beyond—this definitive work will help anyone trying to transform their business right now. In The Innovator's Solution, Clayton Christensen and Michael Raynor expand on the idea of disruption, explaining how companies can and should become disruptors themselves. This classic work shows just how timely and relevant these ideas continue to be in today's hyper-accelerated business environment. Christensen and Raynor give advice on the business decisions crucial to achieving truly disruptive growth and propose guidelines for developing your own disruptive growth engine. The authors identify the forces that cause managers to make bad decisions as they package and shape new

ideas—and offer new frameworks to help create the right conditions, at the right time, for a disruption to succeed. This is a must-read for all senior managers and business leaders responsible for innovation and growth, as well as members of their teams. Based on in-depth research and theories tested in hundreds of companies across many industries, The Innovator's Solution is a necessary addition to any innovation library—and an essential read for entrepreneurs and business builders worldwide. A practical guide to effective business model testing 7 out of 10 new products fail to deliver on expectations. Testing Business Ideas aims to reverse that statistic. In the tradition of Alex Osterwalder's global bestseller Business Model Generation, this practical guide contains a library of hands-on techniques for rapidly testing new business ideas. Testing Business Ideas explains how systematically testing business ideas dramatically reduces the risk and increases the likelihood of success for any new venture or business project. It builds on the internationally popular Business Model Canvas and Value Proposition Canvas by integrating Assumptions Mapping and other powerful lean startup-style experiments. Testing Business Ideas uses an engaging 4-color format to: Increase the success of any venture and decrease the risk of wasting time, money, and resources on bad ideas Close the

knowledge gap between strategy and experimentation/validation Identify and test your key business assumptions with the Business Model Canvas and Value Proposition Canvas A definitive field guide to business model testing, this book features practical tips for making major decisions that are not based on intuition and guesses. Testing Business Ideas shows leaders how to encourage an experimentation mindset within their organization and make experimentation a continuous, repeatable process.

Innovation principles to bring about meaningful and sustainablegrowth in your organization Using a list of more than 2,000 successful innovations,including Cirque du Soleil, early IBM mainframes, the Ford Model-T,and many more, the authors applied a proprietary algorithm anddetermined ten meaningful groupings—the Ten Types ofInnovation—that provided insight into innovation. The TenTypes of Innovation explores these insights to diagnosepatterns of innovation within industries, to identify innovationopportunities, and to evaluate how firms are performing againstcompetitors. The framework has proven to be one of the mostenduring and useful ways to start thinking abouttransformation. Details how you can use these innovation principles to bringabout meaningful—and sustainable—growth within yourorganization Author Larry Keeley is a world renowned speaker, innovationconsultant, and

president and co-founder of Doblin, the innovationpractice of Monitor Group; BusinessWeek named Keeley one of sevenInnovation Gurus who are changing the field The Ten Types of Innovation concept has influenced thousands ofexecutives and companies around the world since its discovery in1998. The Ten Types of Innovation is the first bookexplaining how to implement it.

As a tactical ancillary to the book Why Simple Wins, this toolkit is designed with 13 tools to enable leaders and teams to move beyond the cycle of busywork and toward a culture where valuable, essential work is the norm. By learning how to eliminate redundancies, communicate with clarity, and make simplification a habit, we can recognize which activities are time-sucks and which create lasting value. Eliminating low-value work translates into individuals who feel less overwhelmed, more empowered, and able to spend each day doing things that matter. The Why Simple Wins Toolkit includes the following 13 tools, techniques, and tips to help you do more valuable work every day: —Leadership Complexity Quiz —Complexity Diagnostic —Simplicity Vision Statement —Leadership Task Log —50 Questions for Simplifying —Simplification Worksheet —Killing Complexity —Kill a Stupid Rule —Simplification Tactics —Simplification Metrics —Simplification Code of Conduct —Interview Questions for Hiring Simplifiers —Simplification

Resources

Shows how understanding user and customer experiences by analyzing ethnographic and big data, combined with exploratory prototyping, helps businesses design innovative services. Focuses on the early stages of a design project and discusses conceptual and practical challenges involved in creating service ecosystems that address organizational and societal issues. Includes examples from start-ups, big corporations, policy contexts and social innovation.

A radical shift in perspective to transform your organization to become more innovative The Design Thinking Playbook is an actionable guide to the future of business. By stepping back and questioning the current mindset, the faults of the status quo stand out in stark relief—and this guide gives you the tools and frameworks you need to kick off a digital transformation. Design Thinking is about approaching things differently with a strong user orientation and fast iterations with multidisciplinary teams to solve wicked problems. It is equally applicable to (re-)design products, services, processes, business models, and ecosystems. It inspires radical innovation as a matter of course, and ignites capabilities beyond mere potential. Unmatched as a source of competitive advantage, Design Thinking is the driving force behind those who will lead industries through transformations and

evolutions. This book describes how Design Thinking is applied across a variety of industries, enriched with other proven approaches as well as the necessary tools, and the knowledge to use them effectively. Packed with solutions for common challenges including digital transformation, this practical, highly visual discussion shows you how Design Thinking fits into agile methods within management, innovation, and startups. Explore the digitized future using new design criteria to create real value for the user Foster radical innovation through an inspiring framework for action Gather the right people to build highly-motivated teams Apply Design Thinking, Systems Thinking, Big Data Analytics, and Lean Start-up using new tools and a fresh new perspective Create Minimum Viable Ecosystems (MVEs) for digital processes and services which becomes for example essential in building Blockchain applications Practical frameworks, real-world solutions, and radical innovation wrapped in a whole new outlook give you the power to mindfully lead to new heights. From systems and operations to people, projects, culture, digitalization, and beyond, this invaluable mind shift paves the way for organizations—and individuals—to do great things. When you're ready to give your organization a big step forward, The Design Thinking Playbook is your practical guide to a more innovative future.

In an age of unlimited data and research, why do more than 50 percent of new products fail to meet expectations? It boils down to a lack of customer insight. The revolutionary theory behind Jobs to Be Done argues that people purchase products and services to solve a specific problem or fulfill a distinct need. For example, people down shovel down Rocky Road and Buttered Pecan ice cream because they want nuts, marshmallows, and gobs of frozen goodness, but because they feel the need to celebrate, indulge, or bond with friends and family. But how can this simple concept be best utilized for your company's success?This groundbreaking book, with its Jobs Roadmap, is intended to remake how companies approach their market. Successful innovation doesn't begin with a brainstorming session--it starts with the customer. Learn how to put that into practice by discovering how to:• Gather valuable customer insights• Turn those insights into new product ideas• Test and iterate until you find successDon't miss out on what Foreword Reviews described as "highly organized and expertly crafted. . . . Company leaders looking for ways to institutionalize innovation are sure to find it here." To maximize your company's success, begin with the customer!

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