

# Innovation To The Core A Blueprint For Transforming The Way Your Company Innovates Illustrated Editi

**Doing Agile Right** Darrell Rigby 2020-05-26 Agile has the power to transform work--but only if it's implemented the right way. For decades business leaders have been painfully aware of a huge chasm: They aspire to create nimble, flexible enterprises. But their day-to-day reality is silos, sluggish processes, and stalled innovation. Today, agile is hailed as the essential bridge across this chasm, with the potential to transform a company and catapult it to the head of the pack. Not so fast. In this clear-eyed, indispensable book, Bain & Company thought leader Darrell Rigby and his colleagues Sarah Elk and Steve Berez provide a much-needed reality check. They dispel the myths and misconceptions that have accompanied agile's rise to prominence--the idea that it can reshape an organization all at once, for instance, or that it should be used in every function and for all types of work. They illustrate that agile teams can indeed be powerful, making people's jobs more rewarding and turbocharging innovation, but such results are possible only if the method is fully understood and implemented the right way. The key, they argue, is balance. Every organization must optimize and tightly control some of its operations, and at the same time innovate. Agile, done well, enables vigorous innovation without sacrificing the efficiency and reliability essential to traditional operations. The authors break down how agile really works, show what not to do, and explain the crucial importance of scaling agile properly in order to reap its full benefit. They then lay out a road map for leading the transition to a truly agile enterprise. Agile isn't a goal in itself; it's a means to becoming a high-performance operation. *Doing Agile Right* is a must-have guide for any company trying to make the transition--or trying to sustain high agility.

**Kill the Company** Lisa Bodell 2016-10-21 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.

**Service Design for Business** Ben Reason 2015-12-28 A practical approach to better customer experience through service design *Service Design for Business* helps you transform your customer's experience and keep them engaged through the art of intentional service design. Written by the experts at Livework, this practical guide offers a tangible, effective approach for better responding to customers' needs and demands, and provides concrete strategy that can be implemented immediately. You'll learn how taking a design approach to problem solving helps foster creativity, and how to apply it to the real issues that move businesses forward. Highly visual and organized for easy navigation, this quick read is a handbook for connecting market factors to the organizational challenge of customer experience by seeing your company through the customers' eyes. Livework pioneered the service design industry, and guides organizations including Sony, the British Government, Volkswagen Procter & Gamble, the BBC,

and more toward a more carefully curated customer experience. In this book, the Livework experts show you how to put service design to work in your company to solve the ongoing challenge of winning with customers. Approach customer experience from a design perspective See your organization through the lens of the customer Make customer experience an organization-wide responsibility Analyze the market factors that dovetail with customer experience design The Internet and other digital technology has brought the world to your customers' fingertips. With unprecedented choice, consumers are demanding more than just a great product—the organizations coming out on top are designing and delivering experiences tailored to their customers' wants. Service Design for Business gives you the practical insight and service design perspective you need to shape the way your customers view your organization.

The Lean Product Lifecycle Tendayi Viki 2018-11-21 The Lean Product Lifecycle is a playbook that provides frameworks, methods and tools to develop innovative new products and business models, while managing your core portfolio. Follow the 6 key phases of a product's life - idea, explore, validate, grow, sustain and retire - and discover how to develop products according to their life stage and ensure the right investment for each.. For each stage there is a step-by-step guide of product development best practices using examples and case studies from several companies and start-ups. Using the tools and templates in this book, you'll be able to: Take a new product from idea to scale within a market. Understand the difference between executing on products that are already successful in the market and searching for profitable business models for new products. Use the right tools and methods for validating new products ideas and business models. Understand how to manage mature products and retire old products using lean innovation principles. Discover how lessons from lean start-ups can transform your business. The full text downloaded to your computer With eBooks you can: search for key concepts, words and phrases make highlights and notes as you study share your notes with friends eBooks are downloaded to your computer and accessible either offline through the Bookshelf (available as a free download), available online and also via the iPad and Android apps. Upon purchase, you'll gain instant access to this eBook. Time limit The eBooks products do not have an expiry date. You will continue to access your digital ebook products whilst you have your Bookshelf installed.

**Reverse Innovation** Vijay Govindarajan 2012-04-10 A New York Times, Wall Street Journal, USA Today, Amazon Bestseller Reverse Innovation is the new business idea everyone is talking about. Why? Because it presents the blueprint for scaling growth in emerging markets, and importing low-cost and high impact innovations to mature ones. Innovation is no longer the exclusive domain of the Silicon Valley elite. Reverse Innovation will open your eyes to the fact that the dynamics of global innovation are changing—and if you want your firm to survive, you'd better pay attention. The gap between rich nations and emerging economies is closing. No longer will innovations travel the globe in only one direction, from developed to developing nations. They will also flow in reverse. CEOs of the world's most influential companies agree and have cited Reverse Innovation as their playbook for the next generation of global growth. Authors Vijay Govindarajan and Chris Trimble of the Tuck School of Business at Dartmouth explain where, when, and why reverse innovation is on the rise and why the implications are so profound. Learn how to make innovation in emerging markets happen and how such innovations can unlock even greater opportunity throughout the world. You'll follow some of the world's leading companies (including GE, Deere & Company, P&G, and PepsiCo) through stories that illustrate exactly what works and what doesn't. If you're in a Western economy, you need to accept that the future lies far from home. But the idea is not just for Western audiences. If innovation is at the heart of your company or your career, no matter where you practice business, Reverse Innovation is a phenomenon you need to understand. This book will help you do that.

**The Digital Transformation Playbook** David L. Rogers 2016-04-05 Rethink your business for the digital age. Every business begun before the Internet now faces the same challenge: How to transform to compete in a digital economy? Globally recognized digital expert David L. Rogers argues

that digital transformation is not about updating your technology but about upgrading your strategic thinking. Based on Rogers's decade of research and teaching at Columbia Business School, and his consulting for businesses around the world, *The Digital Transformation Playbook* shows how pre-digital-era companies can reinvigorate their game plans and capture the new opportunities of the digital world. Rogers shows why traditional businesses need to rethink their underlying assumptions in five domains of strategy—customers, competition, data, innovation, and value. He reveals how to harness customer networks, platforms, big data, rapid experimentation, and disruptive business models—and how to integrate these into your existing business and organization. Rogers illustrates every strategy in this playbook with real-world case studies, from Google to GE, from Airbnb to the New York Times. With practical frameworks and nine step-by-step planning tools, he distills the lessons of today's greatest digital innovators and makes them usable for businesses at any stage. Many books offer advice for digital start-ups, but *The Digital Transformation Playbook* is the first complete treatment of how legacy businesses can transform to thrive in the digital age. It is an indispensable guide for executives looking to take their firms to the next stage of profitable growth.

*The Startup Way* Eric Ries 2017-10-17 Entrepreneur and bestselling author of *The Lean Startup*, Eric Ries reveals how entrepreneurial principles can be used by businesses of all kinds, ranging from established companies to early-stage startups, to grow revenues, drive innovation, and transform themselves into truly modern organizations, poised to take advantage of the enormous opportunities of the twenty-first century. In *The Lean Startup*, Eric Ries laid out the practices of successful startups - building a minimal viable product, customer-focused and scientific testing based on a build-measure-learn method of continuous innovation, and deciding whether to persevere or pivot. In *The Startup Way*, he turns his attention to an entirely new group of organizations: established enterprises like iconic multinationals GE and Toyota, tech titans like Amazon and Facebook, and the next generation of Silicon Valley upstarts like Airbnb and Twilio. Drawing on his experiences over the past five years working with these organizations, as well as nonprofits, NGOs, and governments, Ries lays out a system of entrepreneurial management that leads organizations of all sizes and from every industry to sustainable growth and long-term impact. Filled with in-the-field stories, insights, and tools, *The Startup Way* is an essential road map for any organization navigating the uncertain waters of the century ahead.

*The Art of Opportunity* Marc Sniukas 2016-05-02 Innovate your way toward growth using practical, research-backed frameworks *The Art of Opportunity* offers a path toward new growth, providing the perspective and methods you need to make innovation happen. Written by a team of experts with both academic and industry experience—and a client roster composed of some of the world's leading companies—this book provides you with the necessary tools to help you capture growth instead of chasing it. The visual frameworks and research-based methodology presented in *The Art of Opportunity* merge business design thinking and strategic innovation to help you change your growth paradigm. You'll learn creative and practical methods for exploring growth opportunities and employ a new approach for identifying what "opportunity" looks like in the first place. Put aside the old school way of focusing on new products and new markets, to instead applying value creation to find your new opportunity, craft your offering, design your strategy and build new growth ventures. The changing business ecosystem is increasingly pushing traditional thinking out to pasture. New consumers and the new marketplace are demanding a profound adjustment to the way companies plan and execute growth strategies. This book gives you the tools to create your roadmap toward the new state of growth, and gain invaluable insight into a new way of thinking. *The Art of Opportunity* will help you to: Start looking at business growth from a new perspective Create value for the customers, company and ecosystem Innovate strategically and design new business models Develop a new active business design thinking approach to innovation Your company's goal is to grow, and to turn non-customers into customers. The old ways are becoming less tenable and less cost-effective. *The Art of Opportunity* outlines the new growth paradigm and gives you a solid framework for putting new ideas into practice.

**The Future of Management** Gary Hamel 2007 What fuels long-term business success? Not operational excellence, technology breakthroughs, or new business models, but management innovation?new ways of mobilizing talent, allocating resources, and formulating strategies. Through history, management innovation has enabled companies to cross new performance thresholds and build enduring advantages. In *The Future of Management*, Gary Hamel argues that organizations need management innovation now more than ever. Why? The management paradigm of the last century?centered on control and efficiency?no longer suffices in a world where adaptability and creativity drive business success. To thrive in the future, companies must reinvent management. Hamel explains how to turn your company into a serial management innovator, revealing: The make-or-break challenges that will determine competitive success in an age of relentless, head-snapping change. The toxic effects of traditional management beliefs. The unconventional management practices generating breakthrough results in ?modern management pioneers." The radical principles that will need to become part of every company's ?management DNA." The steps your company can take now to build your ?management advantage." Practical and profound, *The Future of Management* features examples from Google, W.L. Gore, Whole Foods, IBM, Samsung, Best Buy, and other blue-ribbon management innovators.

*Pirates In The Navy* Tendayi Viki 2020-05-14 Faced with the choice of starting a company or joining a large corporation, Steve Jobs believed that it was 'more fun to be a pirate than to join the navy'. But for innovators inside established companies, making a distinction between being a pirate and joining the navy is a fallacy. We have to figure out a way to become pirates in the navy! There is nothing harder in business than trying to innovate within large corporations. Innovators in big companies often face internal opposition as well as their external competitors. It is the management of the core business that tends to get in the way of innovation. Most intrapreneurs recognise that innovation can't be carried out as a series of one-off projects that always have to jump through political hurdles. They realise that there is a need for innovation to happen as a repeatable process. But how can they achieve this? This is a step-by-step guide to getting continuous innovation done in companies and reshaping them in the process. It is for anyone involved in corporate innovation and driving company change.

*Disrupting Class, Expanded Edition: How Disruptive Innovation Will Change the Way the World Learns* Clayton Christensen 2010-09-17 Clay Christensen's groundbreaking bestselling work in education now updated and expanded, including a new chapter on Christensen's seminal "Jobs to Be Done" theory applied to education. "Provocatively titled, *Disrupting Class* is just what America's K-12 education system needs--a well thought-through proposal for using technology to better serve students and bring our schools into the 21st Century. Unlike so many education 'reforms,' this is not small-bore stuff. For that reason alone, it's likely to be resisted by defenders of the status quo, even though it's necessary and right for our kids. We owe it to them to make sure this book isn't merely a terrific read; it must become a blueprint for educational transformation." —Joel Klein, Chancellor of the New York City Department of Education "A brilliant teacher, Christensen brings clarity to a muddled and chaotic world of education." —Jim Collins, bestselling author of *Good to Great* "Just as iTunes revolutionized the music industry, technology has the potential to transform education in America so that every one of the nation's 50 million students receives a high quality education. *Disrupting Class* is a must-read, as it shows us how we can blaze that trail toward transformation." —Jeb Bush, former Governor of Florida According to recent studies in neuroscience, the way we learn doesn't always match up with the way we are taught. If we hope to stay competitive-academically, economically, and technologically-we need to rethink our understanding of intelligence, reevaluate our educational system, and reinvigorate our commitment to learning. In other words, we need "disruptive innovation." Now, in his long-awaited new book, Clayton M. Christensen and coauthors Michael B. Horn and Curtis W. Johnson take one of the most important issues of our time-education-and apply Christensen's now-famous theories of "disruptive" change using a wide range of real-life examples. Whether you're a school administrator, government official, business leader, parent, teacher, or

entrepreneur, you'll discover surprising new ideas, outside-the-box strategies, and straight-A success stories. You'll learn how: Customized learning will help many more students succeed in school Student-centric classrooms will increase the demand for new technology Computers must be disruptively deployed to every student Disruptive innovation can circumvent roadblocks that have prevented other attempts at school reform We can compete in the global classroom-and get ahead in the global market Filled with fascinating case studies, scientific findings, and unprecedented insights on how innovation must be managed, *Disrupting Class* will open your eyes to new possibilities, unlock hidden potential, and get you to think differently. Professor Christensen and his coauthors provide a bold new lesson in innovation that will help you make the grade for years to come. The future is now. Class is in session.

Value Proposition Design Alexander Osterwalder 2015-01-28 The authors of the international bestseller *Business Model Generation* explain how to create value propositions customers can't resist Value Proposition Design helps you tackle the core challenge of every business — creating compelling products and services customers want to buy. This highly practical book, paired with its online companion, will teach you the processes and tools you need to create products that sell. Using the same stunning visual format as the authors' global bestseller, *Business Model Generation*, this sequel explains how to use the "Value Proposition Canvas" to design, test, create, and manage products and services customers actually want. Value Proposition Design is for anyone who has been frustrated by new product meetings based on hunches and intuitions; it's for anyone who has watched an expensive new product launch fail in the market. The book will help you understand the patterns of great value propositions, get closer to customers, and avoid wasting time with ideas that won't work. You'll learn the simple process of designing and testing value propositions, that perfectly match customers' needs and desires. In addition the book gives you exclusive access to an online companion on Strategyzer.com. You will be able to assess your work, learn from peers, and download pdfs, checklists, and more. Value Proposition Design is an essential companion to the "Business Model Canvas" from *Business Model Generation*, a tool embraced globally by startups and large corporations such as MasterCard, 3M, Coca Cola, GE, Fujitsu, LEGO, Colgate-Palmolive, and many more. Value Proposition Design gives you a proven methodology for success, with value propositions that sell, embedded in profitable business models."

Towards Sustainable Innovation Sven Pastoors 2017-03-13 With sustainability having gained a lot of momentum over the last years and companies implementing strategies to create corporate sustainability, there are lots of opportunities for innovation. Thus, the two concepts of sustainability and innovation should not be considered separately - they are closely interlinked with one another. The main goal of sustainable innovation is to develop new products and technologies that have a positive impact on the company's triple-bottom-line. To meet this aim, they have to be ecologically and economically beneficial as well as socially balanced. In order to help companies to improve their sustainable innovation process practically, this book is structured into five possible phases of a sustainable innovation process: Awareness of a sustainability problem, Identification & Definition of the problem, Ideation & Evaluation of the solutions, Testing & Enrichment of the solutions, Implementation of the solutions & Green Marketing.

**The Innovator's Dilemma** Clayton M. Christensen 2015-12-15 Named one of 100 Leadership & Success Books to Read in a Lifetime by Amazon Editors A Wall Street Journal and Businessweek bestseller. Named by Fast Company as one of the most influential leadership books in its Leadership Hall of Fame. An innovation classic. From Steve Jobs to Jeff Bezos, Clay Christensen's work continues to underpin today's most innovative leaders and organizations. The bestselling classic on disruptive innovation, by renowned author Clayton M. Christensen. His work is cited by the world's best-known thought leaders, from Steve Jobs to Malcolm Gladwell. In this classic bestseller—one of the most influential business books of all time—innovation expert Clayton Christensen shows how even the most outstanding companies can do everything right—yet still lose market leadership. Christensen explains why most companies miss out on new waves of innovation. No matter the industry, he says, a successful company

with established products will get pushed aside unless managers know how and when to abandon traditional business practices. Offering both successes and failures from leading companies as a guide, *The Innovator's Dilemma* gives you a set of rules for capitalizing on the phenomenon of disruptive innovation. Sharp, cogent, and provocative—and consistently noted as one of the most valuable business ideas of all time—*The Innovator's Dilemma* is the book no manager, leader, or entrepreneur should be without.

**Reinvent Your Business Model** Mark W. Johnson 2018-06-19 Named a Top 10 Business Strategy Book of 2018 by Inc. magazine In his pioneering book *Seizing the White Space*, Mark W. Johnson argued that business model innovation is the most proven path to transformational growth. Since then, Uber, Airbnb, and other startups have disrupted whole industries; incumbents such as Blockbuster, Sears, Toys "R" Us, and BlackBerry have fallen by the wayside; and digital transformation has become one of the business world's hottest (and least understood) slogans. Nearly a decade later, the art and science of business model innovation is more relevant than ever. In this revised, updated, and newly titled edition, Johnson provides an eminently practical framework for understanding how a business model actually works. Identifying its four fundamental building blocks, he lays out a structured and repeatable process for reinventing an existing business model or creating a new one and then incubating and scaling it into a profitable and thriving enterprise. In a new chapter on digital transformation, he shows how serial transformers like Amazon leverage business model innovation so successfully. With rich new case studies of companies that have achieved new success and postmortems of those that haven't, *Reinvent Your Business Model* will show you how to: Determine if and when your organization needs a new business model Identify powerful new opportunities to serve your existing customers in existing markets Reach entirely new customers and create new markets through disruptive business models and products Seize opportunities for growth opened up by tectonic shifts in market demand, government policy, and technologies Make business model innovation a more predictable discipline inside your organization Business model innovation has the power to reshape whole industries—including retail, aviation, media, and technology—redistributing billions of dollars of value. This book gives you the tools to reshape your own company for enduring success. *Reinvent Your Business Model* is the strategic innovation playbook you need now and in the future.

*The Lenovo Way: Managing a Diverse Global Company for Optimal Performance* Gina Qiao 2014-08-18 BUILD YOUR COMPANY INTO A GLOBAL GIANT--THE LENOVO WAY A powerful book that shows the step-by-step evolution of a new kind of global technology powerhouse, *The Lenovo Way* is indispensable reading for leaders and managers who deal with strategy, innovation, branding, and HR at any kind of company. It also tells the remarkable story of how two women from very different backgrounds rose to become leaders in Lenovo's journey to the top. *The Lenovo Way* shows business leaders how to gain market share and develop new business models. The strategies driving Lenovo's ascent to the leading position in the PC industry have been in motion for years, and this book shows how Lenovo, with roots in both East and West, did it. Based on unprecedented access to former and present CEOs and other top managers, *The Lenovo Way* tells the fascinating story of the rise of this remarkable global brand. It also provides invaluable business lessons for how to use Lenovo's success strategies to advance your own company's success. Building for a decade on its history-making acquisition of IBM's PC business in 2005, today Lenovo is #1 in global PC sales, and it is rapidly gaining in sales of tablets and smartphones. Lenovo is challenging the world's biggest and most powerful brands through innovations and new acquisitions to become an even bigger force in smartphones, servers, and cloud computing, and its CEO has been listed as one of the best in the world. Using the story of Lenovo as a case study illustrating best global practices, *The Lenovo Way* explains how to: Gain market share by protecting core strengths while seizing new opportunities Create a diverse and effective culture that transcends all borders Lead your company successfully through the chaos of change Make innovation part of your organizational DNA Providing key insights into the topics most critical to leaders of global businesses, the authors explore all the major turning points: from building an iconic brand to streamlining supply chains, while making the transition from a core business of PCs to a

new business model. In order to excel in today's marketplace, managers need to create a blueprint for a whole new level of globalization. You must position your company to continue doing what it does best, yet be poised not just to navigate but also to capitalize on change and take advantage of turmoil. Look to the company that has been able to turn a diverse workforce into a global business phenomenon. This is your time to learn how to do it The Lenovo Way. PRAISE FOR THE LENOVO WAY: "In this book, the authors pull back the covers and give incredible insights into this fascinating organization of the future, sharing a blueprint that others can adapt in order to be a truly global organization." -- DAVE ULRICH, Ross School of Business, University of Michigan; author of HR Transformation and The Why of Work "If you want to grow your business and turn global opportunity into reality, read The Lenovo Way. From the new generation of female leadership, this book shares important business lessons for a global world." -- CAROL EVANS, President, Working Mother Media "Through groundbreaking and innovative leadership, Lenovo has proven that 'soft' values can lead to huge profits. The Lenovo Way shows how they did it--and how you can too." -- MARSHALL GOLDSMITH, author of the New York Times bestseller What Got You Here Won't Get You There "In The Lenovo Way, authors Gina Qiao and Yolanda Conyers have mapped a course to success for future global leaders." -- DEBORAH GILLIS, President and CEO, Catalyst "The Lenovo Way is a must read for leaders who are seeking to apply global leadership attributes in a dynamic global marketplace. Read it!" -- RONALD C. PARKER, President and CEO, the Executive Leadership Council & Foundation; former SVP of HR and Chief Global Diversity Officer, PepsiCo "Through vivid storytelling and filled with practical takeaways, The Lenovo Way shows, step by step, how this nimble company has become such a global player--and how their innovative team is on the cutting edge of best business practices." -- DAVE DUFFIELD, Co-founder and Chairman of the Board, Workday "The Lenovo Way shows leaders and managers of any kind of business how prioritizing diversity truly leads to growth and success." -- JOHN HALEY, CEO, Towers Watson

*Doing Both* Inder Sidhu 2010-05-27 Innovate for the future or optimize the present? Reach new markets or build existing ones? Don't choose. Don't settle. Do both. In *Doing Both: Capturing Today's Profit and Driving Tomorrow's Growth*, Cisco Senior Vice President Inder Sidhu shows you how. Over the past seven years, Cisco's *Doing Both* strategy has doubled revenue, tripled profits, and quadrupled earnings per share. This insider guide reveals how Cisco did it—and how you can, too. *Doing Both* means approaching every decision as an opportunity to seize, not a sacrifice to endure. It means avoiding false choices, reduced expectations, and weak compromises. It means finding ways to make each option benefit and mutually reinforce the other. Sidhu explains why “doing both” is today's best growth strategy. Drawing on Cisco's hard-won insights and the experiences of companies like Procter & Gamble, Whirlpool, and Harley-Davidson, he presents a complete blueprint for “doing both” in your company, through:

- Sustaining and Disruptive Innovation
- Existing and New Business Models
- Optimization and Reinvention
- Satisfied Customers and Gratified Partners
- Established and Emerging Countries
- Doing Things Right and Doing What Matters
- Superstar Performers and Winning Teams

**Dual Transformation** Scott D. Anthony 2017-03-28 Game-changing disruptions will likely unfold on your watch. Be ready. In *Dual Transformation*, Scott Anthony, Clark Gilbert, and Mark Johnson propose a practical and sustainable approach to one of the greatest challenges facing leaders today: transforming your business in the face of imminent disruption. *Dual Transformation* shows you how your company can come out of a market shift stronger and more profitable, because the threat of disruption is also the greatest opportunity a leadership team will ever face. Disruptive change opens a window of opportunity to create massive new markets. It is the moment when a market also-ran can become a market leader. It is the moment when business legacies are created. That moment starts with the core dual transformation framework: Transformation A: Repositioning today's business to maximize its resilience, such as how Adobe boldly shifted from selling packaged software to providing software as a service. Transformation B: Creating a new growth engine, such as how Amazon became the world's largest provider of cloud computing services. Capabilities link: Fighting unfairly by taking advantage of difficult-to-replicate assets without succumbing to the “sucking sound of the core.” Anthony, Gilbert,

and Johnson also address the characteristics leaders must embrace: courage, clarity, curiosity, and conviction. Without them, dual transformation efforts can founder. Building on lessons from diverse companies, such as Adobe, Manila Water, and Netflix, and a case study from Gilbert's firsthand experience transforming his own media and publishing company, *Dual Transformation* will guide executives through the journey of creating the next version of themselves, allowing them to own the future rather than be disrupted by it.

*Managing Open Innovation in SMEs* Wim Vanhaverbeke 2017-06 This book uses in-depth case studies to provide a structured analysis of open innovation practices in small and medium-sized enterprises.

**The Innovator's DNA** Jeff Dyer 2011-07-12 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.

*Seizing the White Space* Mark W. Johnson 2010 Transformational new growth remains the Holy Grail for many organizations. But a deep understanding of how great business models are made can provide the key to unlocking that growth. This text describes how companies can achieve transformational growth in new markets or, simply put, how they can seize the white space.

**The Innovation Manager's Desk Reference** Paul Williams 2009-03-01 A collection of resources, best practices and thought leadership on organizational creativity, idea management and innovation leadership for the Innovation Manager.

*Fearless Innovation* Alex Goryachev 2020-01-29 Is Innovation just an overused buzzword? A waste of time? A mere marketing ploy? Author Alex Goryachev has a simple, resounding response to such questions: No! The Fourth Industrial Revolution is driving change at an unprecedented pace, level, and intensity that is impacting businesses across industries, not to mention our everyday lives. We are rapidly blurring the physical and the digital, transforming the way we live and, in some sense, what it even means to be human. Whether we run a startup or multinational, a nonprofit or academic institution, a city or a whole country, we need to embrace this change to not just survive but thrive under these new realities. In *Fearless Innovation*, Cisco's Managing Director of Innovation Strategy and Programs explores how, no matter their function, leaders and managers can cut through the noise to understand change and deliver real results. Goryachev's actionable, consistent, and timeless innovation principles offer a blueprint to driving growth, enacting change, increasing the bottom line, and creating clear measurable value. Featuring diverse case studies of some of today's most innovative organizations, historical observations, first-hand experience, and a look at where innovation is thriving, and why, this down-to-earth guide provides advice and clear steps on how to: Get teams to embrace innovation beyond empty slogans Focus on execution of innovation through leadership and strategy Measure the real effects of innovation to showcase ROI and attract investment Break down org silos by empowering effective, diverse, and inclusive teams Drive co-innovation through win-win ecosystem-wide partnerships Organize innovation teams and



orchestrate outcomes by leveraging organizational DNA Communicate the value of innovation to differentiate ourselves from competition Written for any organization that wants to stay relevant in the 21st Century, and even beyond, Fearless Innovation offers a step-by-step guide for getting past the confusion, overcoming fear, and getting down to business to create an environment of true innovation.

**Innovation to the Core** Peter Skarzynski 2008-03-18 If you're like most business leaders, innovation now tops your corporate agenda. But despite all the talk and excitement about the importance of innovation, managers have so far found scant help for innovating in a systematic way that fuels consistent growth and sustained success. In *Innovation to the Core*, Strategos CEO Peter Skarzynski and business strategist Rowan Gibson change all that. They share the accumulated wisdom from Strategos--the consulting firm Skarzynski co-founded with Gary Hamel that helps clients instill innovation into their very core. Drawing on a wealth of stories and examples, the book shows how companies of every stripe have overcome the barriers to successful, profitable innovation. You'll find parts devoted to crucial topics--such as how to organize the discovery process, generate strategic insights, enlarge your innovation pipeline, and maximize your return on innovation. Frequent hands-on tools--frameworks, checklists, probing questions--help you put the book's ideas into action. Crafted in close coordination with Gary Hamel--the man who Fortune magazine has called "the world's leading expert on business strategy"--*Innovation to the Core* is the definitive fieldbook for making innovation a core competence in your organization.

*The Power of Little Ideas* David Robertson 2017-04-11 Conventional wisdom today says that to survive, companies must move beyond incremental, sustaining innovation and invest in some form of radical innovation. "Disrupt yourself or be disrupted!" is the relentless message company leaders hear. *The Power of Little Ideas* argues there's a "third way" that is neither sustaining nor disruptive. This low-risk, high-reward strategy is an approach to innovation that all company leaders should understand so that they recognize it when their competitors practice it, and apply it when it will give them a competitive advantage. This distinctive approach has three key elements: It consists of creating a family of complementary innovations around a product or service, all of which work together to make that product more appealing and competitive. The complementary innovations work together as a system to carry out a single strategy or purpose. Crucially, unlike disruptive or radical innovation, innovating around a key product does not change the central product in any fundamental way. In this powerful, practical book, Wharton professor David Robertson illustrates how many well-known companies, including CarMax, GoPro, LEGO, Gatorade, Disney, USAA, Novo Nordisk, and many others, used this approach to stave off competitive threats and achieve great success. He outlines the organizational practices that unintentionally torpedo this approach to innovation in many companies and shows how organizations can overcome those challenges. Aimed at leaders seeking strategies for sustained innovation, and at the quickly growing numbers of managers involved with creating new products, *The Power of Little Ideas* provides a logical, organic, and enduring third way to innovate.

*The Innovation Mode* George Krasadakis 2020-07-29 This book presents unique insights and advice on defining and managing the innovation transformation journey. Using novel ideas, examples and best practices, it empowers management executives at all levels to drive cultural, technological and organizational changes toward innovation. Covering modern innovation techniques, tools, programs and strategies, it focuses on the role of the latest technologies (e.g., artificial intelligence to discover, handle and manage ideas), methodologies (including Agile Engineering and Rapid Prototyping) and combinations of these (like hackathons or gamification). At the same time, it highlights the importance of culture and provides suggestions on how to build it. In the era of AI and the unprecedented pace of technology evolution, companies need to become truly innovative in order to survive. The transformation toward an innovation-led company is difficult – it requires a strong leadership and culture, advanced technologies and well-designed programs. The book is based on the author's long-term experience and novel ideas, and reflects two

decades of startup, consulting and corporate leadership experience. It is intended for business, technology, and innovation leaders.

Changing Your Company from the Inside Out Gerald F. Davis 2015-02-24 MAKE YOUR COMPANY A FORCE FOR GOOD You're ambitious. You're not afraid to take risks. You want to bring about positive social change. And while your peers have left a trail of failed start-ups in their wake, you want to initiate change from within an established company, where you can have a more far-reaching, even global impact. Welcome to the club—you're a social intrapreneur. But even with your enviable skill set, your unwavering social conscience, and your determination to change the world, your path to success is filled with challenges. So how do you get started and maintain your momentum? *Changing Your Company from the Inside Out* provides the tools to empower you to jump-start initiatives that matter to you—and that should matter to your company. Drawing on lessons from social movements as well as on the work of successful intrapreneurs, Gerald Davis and Christopher White provide you with a guide for creating positive social change from within your own organization. You'll learn how to answer four key questions: • When is the right time for change? Learn how to read your organization's climate. • Why is this a compelling change? Use language and stories to connect your initiative to your organization's mission, strategy, and values. • Who will make this innovation possible? Identify the decision makers you need to persuade and the potential resisters you need to steer around. • How can you mobilize your supporters to collaborate on your innovation? Use the online and offline tools and platforms that best support your initiative. This book is a road map for intrapreneurs seeking to reshape their companies into drivers of positive change. If you want to spearhead social innovation from within your company, use this book as your guide.

**Everything Connects: How to Transform and Lead in the Age of Creativity, Innovation, and Sustainability** Drake Baer 2014-02-19 Leadership. Creativity. Innovation. When you put it all together, EVERYTHING CONNECTS. The constant cascade of new technologies and social changes is creating a more empowered population. Workforces are increasingly dispersed, demanding of self-expression, and quite possibly disengaged. Within this topsy-turvy context, leaders must spark creativity, drive innovation, and ensure sustainability. What are the remedies? The newest problems of the world find solutions in the oldest and time-less practices such as mindfulness, authenticity, and perseverance—because Everything Connects. Everything Connects is a kaleidoscopic view of the way humans—by being able to think out of the box—have been able to achieve greatness for themselves, their organizations, and the world at large. It is your step-by-step guide for working with yourself and others—for meaningful success. Using real-life practical experiences, serial entrepreneur and thought leader Faisal Hoque teams up with journalist Drake Baer to provide a personal and professional playbook that shows how to: Holistically connect the “when” and “what” with who you are Inspire and lead inside and outside of your organization Generate ideas, grounded decisions, and long-term value Part philosophy, part business, and part history, Everything Connects offers the wisdom of 2,500-year-old Eastern philosophies and the interconnected insights of Leonardo da Vinci. Couple that with Fortune 100 corporate cross pollination for creativity and startup thinking for how to adapt with ease, and you'll quickly discover that Everything Connects. This isn't just a quick fix for your next financial quarter; this is how you succeed in the long run. It is a systemization of the best practices of spirituality and entrepreneurship—loaded with knowledge, humor, and humanity.

*Brick by Brick* David Robertson 2013-06-25 Sometimes radical yet always applicable, *Brick by Brick* abounds with real-world lessons for unleashing breakthrough innovation in your organization, using LEGO—which experienced one of the most remarkable business transformations in recent history—as a business model. As LEGO failed to keep pace with the revolutionary changes in kids' lives and began sliding into irrelevance, the company's leaders implemented some of the business world's most widely espoused prescriptions for boosting innovation. Ironically, these changes pushed the iconic toymaker to the brink of bankruptcy, showing that what works in theory can fail spectacularly in the brutally competitive global economy. It took a new LEGO management team—faced with the growing rage for electronic toys, few barriers to entry, and ultra-demanding

consumers (ten-year old boys)--to reinvent the innovation rule book and transform LEGO into one of the world's most profitable, fastest-growing companies. Along the way, Brick by Brick reveals how LEGO: - Became truly customer-driven by co-creating with kids as well as its passionate adult fans - Looked beyond products and learned to leverage a full-spectrum approach to innovation - Opened its innovation process by using both the "wisdom of crowds" and the expertise of elite cliques - Discovered uncontested, "blue ocean" markets, even as it thrived in brutally competitive red oceans - Gave its world-class design teams enough space to create and direction to deliver built a culture where profitable innovation flourishes Whether you're a senior executive looking to make your company grow, an entrepreneur building a startup from scratch, or a fan who wants to instill some of that LEGO magic in your career, you'll learn how to build your own innovation advantage, brick by brick.

*The Design Thinking Playbook* Michael Lewrick 2018-04-24 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.

*The Four Lenses of Innovation* Rowan Gibson 2015-03-02 Ever wonder where big, breakthrough ideas come from? How do innovators manage to spot the opportunities for industry revolution that everyone else seems to miss? Contrary to popular belief, innovation is not some mystical art that's forbidden to mere mortals. The Four Lenses of Innovation thoroughly debunks this pervasive myth by delivering what we've long been hoping for: the news that innovation is systematic, it's methodical, and we can all achieve it. By asking how the world's top innovators—Steve Jobs, Richard Branson, Jeff Bezos, and many others—came up with their game-changing ideas, bestselling author Rowan Gibson identifies four key business perspectives that will enable you to discover groundbreaking opportunities for innovation and growth: Challenging Orthodoxies—What if the dominant conventions in your field, market, or industry are outdated, unnecessary, or just plain wrong? Harnessing Trends—Where are the shifts and discontinuities that will, now and in the future, provide the energy you need for a major leap forward? Leveraging Resources—How can you arrange existing skills and assets into new combinations that add up to more than the sum of their parts? Understanding Needs—What are the unmet needs and frustrations that everyone else is simply ignoring? Other books promise the keys to innovation—this one delivers them. With a unique full-color design, thought-provoking examples, and features like the 8-Step Model for Building a Breakthrough, The Four Lenses of Innovation will teach you

how to reverse-engineer creative genius and make radical business innovation an everyday reality inside your organization. “Rowan Gibson has done a superb job of ‘unpacking’ what it takes to innovate.” —Philip Kotler, S. C. Johnson Distinguished Professor of International Marketing at the Kellogg School of Management at Northwestern University “Can you develop an innovative mind? Yes, you can. And this book is the manual.” —John and Doris Naisbitt, authors of *China’s Megatrends* and *The Global Game Change* “An excellent piece of work for practitioners and organizations who seek to have innovation as part of their DNA.” —Camille Mirshokrai, Managing Director of Leadership Development, and Partner at Accenture “Rowan Gibson’s *The Four Lenses of Innovation* will inspire you to think big, look afresh at the challenges you face, and take bold action to change the world.” —Robert B. Tucker, author of *Driving Growth Through Innovation*

**The Future of Nonprofits** David J. Neff 2011-03-21 Ever heard of an internal entrepreneur? You might know the type. They’re kind of employee who pushes mercilessly towards the trends of the future. Often looked at as a little bit outside the mainstream, more often than not the decisions this internal entrepreneur makes on behalf of an organization pay off in spades. So what makes an internal entrepreneur? How can you, as a nonprofit, create a culture that rewards futuring, internal entrepreneurs and innovation and doesn’t shut it down? The book “*The Future of Nonprofits: Thrive and Innovate in the Digital Age*” helps organizations do those very things. Better predicting future trends helps to reshape culture, creating the kind of environment ripe for positive growth in this fast changing world we work in today. Designed for nonprofit employees on all levels, the book will become a go to handbook for those interested in adapting in the modern world, not looking to be left behind. *The Future of Nonprofits* helps organizations capitalize on internal innovation. Innovative nonprofits are able to better predict future trends to remake and reshape their culture, structure, and staff to be a more nimble and lean. By applying the strategies laid out in this book, nonprofit professionals of all levels can prepare their organizations to take advantage of future trends and develop innovative “internal entrepreneurs” that will grow revenue and drive their mission. Provides nonprofits with a comprehensive playbook on how to create a new, more flexible, innovative organization Provides nonprofits a look at the future of fundraising and communications trends into 2016 Case studies highlight successes and failures Highlights the power and strength of Social Media Highlights how to hire, train, manage and inspire “internal entrepreneurial” employees Features actionable advice on creating an organization that is primed to grow and thrive in the immediate and long-term future This game-changing book reveals how every nonprofit can put technology, innovation and future trends to work to reach their mission and grow revenue.

*The Lean Startup* Eric Ries 2011-09-13 Most startups fail. But many of those failures are preventable. The Lean Startup is a new approach being adopted across the globe, changing the way companies are built and new products are launched. Eric Ries defines a startup as an organization dedicated to creating something new under conditions of extreme uncertainty. This is just as true for one person in a garage or a group of seasoned professionals in a Fortune 500 boardroom. What they have in common is a mission to penetrate that fog of uncertainty to discover a successful path to a sustainable business. The Lean Startup approach fosters companies that are both more capital efficient and that leverage human creativity more effectively. Inspired by lessons from lean manufacturing, it relies on “validated learning,” rapid scientific experimentation, as well as a number of counter-intuitive practices that shorten product development cycles, measure actual progress without resorting to vanity metrics, and learn what customers really want. It enables a company to shift directions with agility, altering plans inch by inch, minute by minute. Rather than wasting time creating elaborate business plans, *The Lean Startup* offers entrepreneurs—in companies of all sizes—a way to test their vision continuously, to adapt and adjust before it’s too late. Ries provides a scientific approach to creating and managing successful startups in a age when companies need to innovate more than ever.

**Innovation to the Core** Peter Skarzynski 2008 Building on the work of strategy guru Gary Hamel, this guide shows organizations how to move

innovation from a buzz word to a core competency. Skarzynski, a consultant on international growth and strategy, and Gibson, a global business strategist, draw on a wealth of examples from real companies including GE, Procter & Gamble, Nokia, and IBM. They provide frameworks, step-by-step action lists, and other practical tools for improving an organization's capacity for innovation by mobilizing the imagination of employees, customers, and business partners.

**Unstoppable** Chris Zook 2007-05-03 Over the next decade, two out of every three companies will face the challenge of their corporate lives: redefining their core business. Buffeted by global competition and facing an uncertain future, more and more executives will realize that they must make fundamental changes in their core even as they continue delivering the goods and services that keep them in business today. Unstoppable shows these managers how to look deep within their organizations to find undervalued, unrecognized, or underutilized assets that can serve as new platforms for sustainable growth. Drawing on more than thirty interviews with CEOs from companies such as De Beers, American Express, and Samsung, it shows readers how to recognize when the core needs reinvention and how to deploy the "hidden assets" that can be the basis for tomorrow's growth. Building on the author's previous books, Profit from the Core and Beyond the Core, this book shows how any company in crisis can transform itself to become truly unstoppable.

**Profit from the Source** Christian Schuh 2022-06-21 Procurement can be your company's secret weapon for winning in turbulent times. In most companies, procurement is an unglamorous, unloved part of the business. A job in the procurement office? A fast track to nowhere. Sourcing and supplier management is strictly about costs, the thinking goes, and all that matters is playing hardball to get these as low as possible. No connection to innovation or strategy or creating positive value. Not so fast. As Boston Consulting Group thought leaders Christian Schuh, Wolfgang Schnellbacher, Alenka Triplat, and Daniel Weise explain in Profit from the Source, procurement should be regarded in a new light, because it has the potential to be a CEO's secret weapon in these fast-moving, disruptive times. The authors offer a wake-up call and a new strategic blueprint for leaders everywhere. With vivid stories and in-depth case studies, they illustrate that no other business function offers the same holistic view of a company—from suppliers who provide the organization with raw materials and components to consumers who buy the finished product. While it's true that a core task of any procurement function is to keep costs from spiraling out of control, the authors show how procurement can help businesses generate phenomenal value from five other sources of competitive advantage critical to success—innovation, quality, sustainability, speed, and risk reduction. Drawing on BCG research and the authors' firsthand experience working with some of the world's leading companies—in high tech, automotive, consumer goods, and many other industries—Profit from the Source provides proven strategies to drive new bottom-line, as well as top-line, growth for your company.

**Customer Focused Process Innovation: Linking Strategic Intent to Everyday Execution** David Hamme 2014-09-26 DRIVE SUSTAINABILITY AND GROWTH WITH A PROCESS FOCUSED ENTERPRISE You can execute a world-class business improvement plan, but if its effects don't reach the customer--is it really of value? In this groundbreaking book, business innovation expert David Hamme reveals a powerful and proven method for connecting your company's valuecreation processes to customer-desired products--forging a direct link between strategic intentions and everyday business activities. The goal is to systematize innovation in your company--and Customer Focused Process Innovation takes you step-by-step through the details to accomplish this goal. With Hamme as your guide, you'll transform your organization into a Process Focused Enterprise--one in which organizational silos, command-and-control management, guesswork, and information inadequacies cease to exist--and where intuitive, simplified, fact-based, customer-connected, efficient approaches are the rule, not the exception. Customer Focused Process Innovation shows you how to: Assess your current operational capabilities by visually depicting work streams and building a conceptual blueprint from your core value chain to the end

consumer Drive customer-focused improvements by building rich feedback loops from the front lines and by actively managing the customer's processes Implement a powerful new system that embeds process management practices to ensure every process delivers the greatest financial benefit “When designed, managed, and utilized correctly, business processes are the foundational framework for innovation,” Hamme writes. You don't have to hope that innovation will just happen. You now have the knowledge, insight, and tools to drive it. With Customer Focused Process Innovation you have everything you need to revamp your processes to innovate, grow, and outpace the competition. PRAISE FOR CUSTOMER FOCUSED PROCESS INNOVATION: "Hamme's approach is not a pie-in-the-sky set of big ideas, but rather an expertly woven and intuitively practical framework of concepts and tools that bridge the gap between visions and strategies." -- Steve Jegier, Head of Strategy, Wealth, Brokerage, and Retirement, Wells Fargo "Hamme's emphasis on using a process focus and initiative management to drive long-term, real improvement to an organization is spot on. It's the only way to really bring about the adaptation needed to survive." -- Richard Maltsbarger, Business Development Executive, Lowe's Companies, Inc. "Finally a business book that not only provides great thought-provoking insight into how a business operates, but also gives the step-by-step instructions to create a blueprint that everyone in the organization can follow to take the guesswork out of execution." -- Don Smith, VP of Marketing, Family Dollar Stores "Having a 'great idea' is easy--driving it to execution is the hard part. We all talk about it, and now David has it documented." -- Caroline M. Kolman, P.E., Managing Director, Prism Healthcare Partners LTD "Ninety-nine percent of the innovation books published don't address the part of the process where ninety-nine percent of the value is created: implementation. However, David addresses this complex issue head on. If you want to make innovation a reality, get this book." -- Stephen M. Shapiro, author, Best Practices Are Stupid

**The Road to Reinvention** Josh Linkner 2014-05-27 Companies, communities, and individuals fail for many reasons, but one of the most common—and easily avoidable—is the failure to reinvent. When people and organizations rest on prior successes rather than driving purposeful transformation, they discover too late that they have lost their market position altogether to competitors and external forces. The most successful companies, brands, and individuals make reinvention a regular part of their business strategies. Transformation demands an ongoing process of discovery and imagination, and *The Road to Reinvention* lays out a systematic approach for continually challenging and reinventing yourself and your business. Venture capitalist and serial entrepreneur Josh Linkner identifies six elements in any business that are ripe for reinvention and shares examples, methods, and step-by-step techniques for creating deliberate, productive disruption. Throughout *The Road to Reinvention*, Linkner also explores the history—the great rise, unprecedented fall, and now rebirth—of his beloved hometown, Detroit. First rising to greatness as the result of breathtaking innovation, Detroit had generations of booming growth before succumbing to apathy, atrophy, and finally bankruptcy. Now, the city is rising from the ashes and driving sustainable success through an intense focus on reinvention. Linkner brings an insider's view of this incredible story of grit, determination, and creativity, sharing his perspective on Detroit's successes and setbacks as a profound example of large-scale organizational and personal transformation. Change is inevitable. You need to decide: Will you drive that change, or be driven away by it? Will you disrupt or be disrupted? By choosing to deliberately reimagine your own status quo, you can secure a strong future for both your company and your career.

*The Innovator's Dilemma* Clayton M. Christensen 2011-10-04 In this revolutionary bestseller, innovation expert Clayton M. Christensen says outstanding companies can do everything right and still lose their market leadership—or worse, disappear altogether. And not only does he prove what he says, but he tells others how to avoid a similar fate. Focusing on “disruptive technology,” Christensen shows why most companies miss out on new waves of innovation. Whether in electronics or retailing, a successful company with established products will get pushed aside unless managers know when to abandon traditional business practices. Using the lessons of successes and failures from leading companies, *The Innovator's*

Dilemma presents a set of rules for capitalizing on the phenomenon of disruptive innovation. Find out: When it is right not to listen to customers. When to invest in developing lower-performance products that promise lower margins. When to pursue small markets at the expense of seemingly larger and more lucrative ones. Sharp, cogent, and provocative, *The Innovator's Dilemma* is one of the most talked-about books of our time—and one no savvy manager or entrepreneur should be without.

**Find Your Next: Using the Business Genome Approach to Find Your Company's Next Competitive Edge** Andrea Kates 2011-11-04 Combat flat sales, capture new markets, and drive innovation using the Business Genome approach The Business Genome is a proprietary database that tracks company data, maps it across data of all industries, detects patterns, and determines precisely how that company should plan for the future. In *Find Your Next*, Business Genome creator Andrea Kates explains how to ensure growth and prosperity in years to come. She provides the tools you need to create your business "genome," or DNA—your company's unique position in today's market based on strengths, challenges, industry trends, and other factors—match it to that of a successful company in another industry, then model your own decisions on those of the matching company.

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