

Innovation Games Creating Breakthrough Products

“A journey into a powerful idea . . . the more people you involve as creators and contributors, the greater your innovation capacity.” —Polly LaBarre, New York Times-bestselling coauthor of Mavericks at Work Organizations need to offer customers breakthrough products, services, and solutions to effectively compete in today’s innovation-hungry economy. The challenge is customers often don’t know precisely what they want. As Henry Ford is reputed to have said, “If I had asked people what they wanted, they would have said faster horses.” To surprise and awe your customers, Chip Bell advises developing co-creation partnerships with them. Co-creation partnerships are about fulfilling customers’ hopes and aspirations, not just their needs and expectations. Co-creation partnerships require (1) curiosity that uncovers insight, (2) grounding that promotes clear focus, (3) discovery that fosters risk-taking, (4) trust that safeguards partnership purity, and (5) passion that inspires energized generosity. Using examples from organizations like McDonald’s, DHL, Marriott, Lockheed Martin, Discover Financial, Ultimate Software, and many more, Bell shows how co-creation partnerships enable you to tap into the treasure trove of ideas, ingenuity, and genius-in-the-raw within every customer. “Innovation through partnership is the blueprint for business growth in the future. Inside Your Customer’s Imagination provides the instruction and inspiration to make it a success.”—Marshall Goldsmith, #1 New York Times-bestselling author “Chip Bell’s unique perspective, lively illustrations, and practical advice result in one terrific resource for anyone eager to tap a customer’s ingenuity for creating breakthrough results.” —Jeanne Bliss, founder and CEO, CustomerBliss; and cofounder, Customer Experience Professionals Association (CXPA)

"This counterintuitive and powerfully effective approach to creativity demonstrates how every corporation and organization can develop an innovative culture. The traditional attitude toward creativity in the American business world is to 'think outside the box'-- to brainstorm without restraint in hopes of coming up with a breakthrough idea, often in moments of crisis. Sometimes it works, but it's a problem-specific solution that does nothing to engender creative thinking more generally. 'Inside the Box' demonstrates Systematic Inventive Thinking (SIT), which systemizes creativity as part of the corporate culture."--Provided by publisher. An introduction to the field of applied ontology with examples derived particularly from biomedicine, covering theoretical components, design practices, and practical applications. In the era of “big data,” science is increasingly information driven, and the potential for computers to store, manage, and integrate massive amounts of data has given rise to such new disciplinary fields as biomedical informatics. Applied ontology offers a strategy for the organization of scientific information in computer-tractable form, drawing on concepts not only from computer and information science but also from linguistics, logic, and philosophy. This book provides an introduction to the field of applied ontology that is of particular relevance to biomedicine, covering theoretical components of ontologies, best practices for ontology design, and examples of biomedical ontologies in use. After defining an ontology as a representation of the types of entities in a given domain, the book distinguishes between different kinds of ontologies and taxonomies, and shows how applied ontology draws on more traditional ideas from metaphysics. It presents the core features of the Basic Formal Ontology (BFO), now used by over one hundred ontology projects around the world, and offers examples of domain ontologies that utilize BFO. The book also describes Web Ontology Language (OWL), a common framework for Semantic Web technologies. Throughout, the book provides concrete recommendations for the design and construction of domain ontologies.

"Jugaad Innovation is the most comprehensive book yet to appear on the subject [of frugal innovation]." —The Economist A frugal and flexible approach to innovation for the 21st century Innovation is a key directive at companies worldwide. But in these tough times, we can't rely on the old formula that has sustained innovation efforts for decades—expensive R&D projects and highly-structured innovation processes. Jugaad Innovation argues the West must look to places like India, Brazil, and China for a new approach to frugal and flexible innovation. The authors show how in these emerging markets, jugaad (a Hindi word meaning an improvised solution born from ingenuity and cleverness) is leading to dramatic growth and how Western companies can adopt jugaad innovation to succeed in our hypercompetitive world. Outlines the six principles of jugaad innovation: Seek opportunity in adversity, do more with less, think and act flexibly, keep it simple, include the margin, and follow your heart Features twenty case studies on large corporations from around the world—Google, Facebook, 3M, Apple, Best Buy, GE, IBM, Nokia, Procter & Gamble, PepsiCo, Tata Group, and more—that are actively practicing jugaad innovation The authors blog regularly at Harvard Business Review; their work has been profiled in BusinessWeek, MIT Sloan Management Review, The Financial Times, The Economist, and more Filled with previously untold and engaging stories of resourceful jugaad innovators and entrepreneurs in emerging markets and the United States This groundbreaking book shows leaders everywhere why the time is right for jugaad to emerge as a powerful business tool in the West—and how to bring jugaad practices to their organizations.

Creating Breakthrough Products

Jugaad Innovation

Theory to Practice

Big Book of Brainstorming Games: Quick, Effective Activities that Encourage Out-of-the-Box Thinking, Improve Collaboration, and Spark Great Ideas!

The Five Disciplines for Creating What Customers Want

How Activists Make or Break Radical Innovations

Innovation Games

For years, Jonathan Cagan’s and Craig M. Vogel’s Creating Breakthrough Products has offered an indispensable roadmap for uncovering new opportunities, identifying v customers really value, and building products and services that redefine markets — or create entirely new markets. Now, the authors have thoroughly updated their cl new chapters on service design and global innovation, plus new insights, best practices, and case studies from both U.S. and global companies. Their new Second Editio

revolutionary (Apple-style) and evolutionary (Disney-style) approaches to innovation, helping decision-makers choose between them, and make either one work. Cagan and others provide more coverage of Value Opportunity Analysis and ethnography, as well as new case studies ranging from Navistar's latest long-haul truck to P&G's reinvention of the Essence. Throughout, readers will find up-to-date insights into identifying Product Opportunity Gaps that can lead to enormous success; navigating the "Fuzzy Front End" of development; and leveraging contributions from diverse product teams — while staying relentlessly focused on customers' values and lifestyles, from strategy through execution. With additional visual maps and illustrations, they've made their best-selling book even more intuitive and accessible to both industry and academic audiences.

India is known as a country not of innovation but of improvisation-or 'Jugaad', as they say in Hindi. But that has begun to change. We have enough examples in this country who have turned industry norms upside down to pull off the impossible in their fields. Eleven such case studies are featured in the book, including: Titan, which came out with the slimmest water-resistant watch in the world; Su-Kam, a power backup company that did not fit into an existing industry but ended up creating a new one; Shantha Biotech, which developed a low-cost Hepatitis-B vaccine and ushered in the biotechnology age in India; Trichy Police, which rewrote policing paradigms to nip extremism and crime in the bud, transforming the city. Through the breakthroughs achieved by these organizations, Porus Munshi shows that to do what is considered 'impossible' in your particular industry, you have to be subversive and think differently. In the process, if the existing business model needs to be turned on its head, then so be it!

Create breakthrough services, products, and business models Innovating in Healthcare offers effective approaches for designing, reworking, and implementing innovative services, products, and business models. It will help anyone working in healthcare service or product development, from hospitals to startups, to question the status quo and implement new solutions that lower costs while increasing both quality and access. Globally, healthcare faces a threefold crisis of unsustainable economics, erratic supply, and unequal access. Just in the U.S., healthcare accounted for 18% of the 2017 GDP and will likely reach nearly 20% by 2025, while hospital-induced deaths have skyrocketed and millions of people remain uninsured. This book will focus on creating the innovations in healthcare that can meet these needs. • Written by the world's leading authority on innovation • Includes success stories in every segment of the health care sector • Presents and applies the Six Factors in the environment that critically affect health care • Guides the reader through tailoring a business plan specifically for the new business Designed for healthcare executives, providers, and degree students, Innovating in Healthcare is a comprehensive guide for maximizing the viability of a new healthcare product, service, or business.

As a leader, how do you facilitate breakthrough opportunities? Gamify challenges. Level up your team. And play to WIN. Unveiling a comprehensive approach to extraordinary problem-solving, The GAME of Innovation offers all you need to meet challenges head on and seize the competitive edge. Conceived by a super-creative quartet of top-level consultants, The GAME of Innovation builds upon a novel premise: What if you framed problems as if they were games of profound significance? How might you design new or reimagine the old, particularly when competition increases, technology disrupts, change accelerates, money tightens, and the rules of success are constantly evolving? The book shares a flexible methodology for designing powerhouse innovation GAMES (Guidelines, Arena, Materials, Experience), aligning teams with 5 problem-solving "lenses," building consensus behind change, and leading/managing the process. This uncommon, easy-to-read, visual book is packed with actionable strategies that will help you and your team thrive when playing The GAME of Innovation.

Peopleware

Creating Breakthrough Services, Products, and Business Models

Commercializing Innovation

Winning at New Products

Innovation

Productive Projects and Teams

Most software project problems are sociological, not technological. Peopleware is a book on managing software projects.

Business Model Generation is a handbook for visionaries, game changers, and challengers striving to defy outmoded business models and design tomorrow's enterprises.

If your organization needs to adapt to harsh new realities, but you don't yet have a strategy that will get you out in front of your competitors, you need Business Model Generation. Co-created by 470 "Business Model Canvas" practitioners from 45 countries, the book features a beautiful, highly visual, 4-color design that takes powerful strategic ideas and tools, and makes them easy to implement in your organization. It explains the most common Business Model patterns, based on concepts from leading business thinkers, and helps you reinterpret them for your own context. You will learn how to systematically understand, design, and implement a game-changing business model—or analyze and renovate an old one. Along the way, you'll understand at a much deeper level your customers, distribution channels, partners, revenue streams, costs, and your core value proposition. Business Model Generation features practical innovation techniques used today by leading consultants and companies worldwide, including 3M, Ericsson, Capgemini, Deloitte, and others. Designed for doers, it is for those ready to abandon outmoded thinking and embrace new models of value creation: for executives, consultants, entrepreneurs, and leaders of all organizations. If you're ready to change the rules, you belong to "the business model generation!"

Market innovation has long been dominated by the worldview of engineers and economists--build a better mousetrap and the world will take notice. The most influential strategy books--such as *Competing for the Future*, *The Innovator's Dilemma*, and *Blue Ocean Strategy*--argue that innovation should focus on breakthrough functionality. Holt and Cameron challenge this conventional wisdom. They develop a cultural approach to innovation: champion a better ideology and the world will take notice. The authors use detailed historical analyses of the take-offs of Nike, vitaminwater, Marlboro, Starbucks, Jack Daniel's, Levi's, ESPN, and Ben & Jerry's to build a powerful new theory. They show how brands in mature categories come to rely upon similar conventional brand expressions, leading to what the authors call a cultural orthodoxy. Historical changes in society threaten this orthodoxy by creating demand for new culture. Cultural innovations draw upon source material--novel cultural content lurking in subcultures, social movements, and the media--to develop brands that respond to this emerging demand, leapfrogging entrenched incumbents. The authors demonstrate how they have adapted this theory into a step-by-step cultural strategy model, which they successfully applied to start-ups (Fat Tire beer), consumer technologies (Clearblue pregnancy tests), under-funded challengers (Fuse music television), and social enterprises (Freelancer's Union). Holt and Cameron conclude by explaining why top marketing companies fail at cultural innovation. Using careful organizational research, the authors demonstrate that companies are trapped in the brand bureaucracy, which systematically derails innovation. Cultural innovation requires a new organizational logic. In all of their cases, the authors find that the cultural innovators have rejected the brand bureaucracy. Written by one of the leading authorities on brands and marketing in the world today, *Cultural Strategy* transforms what has always been treated as the "intuitive" side of branding into a systematic strategic discipline.

The definitive history of America's greatest incubator of innovation and the birthplace of some of the 20th century's most influential technologies "Filled with colorful characters and inspiring lessons . . . The Idea Factory explores one of the most critical issues of our time: What causes innovation?" —Walter Isaacson, *The New York Times Book Review* "Compelling . . . Gertner's book offers fascinating evidence for those seeking to understand how a society should best invest its research resources." —*The Wall Street Journal* From its beginnings in the 1920s until its demise in the 1980s, Bell Labs--officially, the research and development wing of AT&T--was the biggest, and arguably the best, laboratory for new ideas in the world. From the transistor to the laser, from digital communications to cellular telephony, it's hard to find an aspect of modern life that hasn't been touched by Bell Labs. In *The Idea Factory*, Jon Gertner traces the origins of some of the twentieth century's most important inventions and delivers a riveting and heretofore untold chapter of American history. At its heart this is a story about the life and work of a small group of brilliant and eccentric men--Mervin Kelly, Bill Shockley, Claude Shannon, John Pierce, and Bill Baker--who spent their careers at Bell Labs. Today, when the drive to invent has become a mantra, Bell Labs offers us a way to enrich our understanding of the challenges and solutions to technological innovation. Here, after all, was where the foundational ideas on the management of innovation were born.

Ten Types of Innovation

Innovate Smarter & Drive Deep Engagement with Design Techniques from Hit Games

A Playbook for Innovators, Rulebreakers, and Changemakers

Creating Value Through Innovation

Beyond the Obvious

Grabbing Lightning

How Individuals Create and Deliver Breakthrough Innovations in Mature Firms

Established companies are clamoring for breakthrough innovation, but are often hamstrung by the highly reliable, repeatable processes of their management systems. Based on years of research, *Grabbing Lightning* shows how twelve companies have tried to develop a capability for sustainable breakthrough innovation and outlines best practices for your organization. The authors show how the management system for innovation is different from the traditional one in that it allows--and even encourages--mistakes and failures in order to promote learning.

Grabbing Lightning outlines the three building blocks of breakthrough innovation (BI) and shows what it takes to become an organization that values the BI management system.

Spark the next great business idea by igniting your team's passion and creativity Innovating breakthrough products, services, solutions, and marketing ideas are some of the most important challenges you face as a manager. Don't wrack your brain trying to catch that "eureka" moment alone; unleash your team's creative power with *The Big Book of Brainstorming Games*. This book is packed with physical and verbal exercises to help you organize and run a brainstorming session that engages all personality types. Get those creative juices flowing with expert guidance and dozens of enjoyable group activities to help you: Frame challenges to give team members structure and context Master the proven "Four Rules of Brainstorming" for amazing results Create an environment of trust that encourages and inspires valuable contributions from people from all backgrounds and at all levels The best ideas can come from anywhere! *The Big Book of Brainstorming Games* gives you the tools and knowledge to build a solid, structured foundation for free-form interaction and fearless conceptualizing. Now you can get everyone in on the game and make great things happen!

Innovation principles to bring about meaningful and sustainable growth 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 and determined ten meaningful groupings--the Ten Types of Innovation--that provided insight into innovation. *The Ten Types of Innovation* explores these insights to diagnose patterns of innovation within industries, to identify innovation opportunities, and to evaluate how firms are performing

against competitors. The framework has proven to be one of the most enduring and useful ways to start thinking about transformation. Details how you can use these innovation principles to bring about meaningful—and sustainable—growth within your organization. Author Larry Keeley is a world renowned speaker, innovation consultant, and president and co-founder of Doblin, the innovation practice of Monitor Group; BusinessWeek named Keeley one of seven Innovation Gurus who are changing the field. The Ten Types of Innovation concept has influenced thousands of executives and companies around the world since its discovery in 1998. The Ten Types of Innovation is the first book explaining how to implement it.

Innovation is vital to every organization's survival, yet few companies get it right. This practical guide debunks common myths that impede innovative success and offers tips and tools that help managers to identify and assess opportunities and to choose prospects with high-growth potential.

Revealing the Secrets that Drive Global Innovation

Service Innovation: How to Go from Customer Needs to Breakthrough Services

Creating Breakthrough Products Through Collaborative Play

What Customers Want: Using Outcome-Driven Innovation to Create Breakthrough Products and Services

Jobs to Be Done

Innovation from Product Planning to Program Approval

Inside Your Customer's Imagination

Enhance Fundamental Value and Establish Competitive Advantage with Leadership Agility Whether you're leading an organization, a team, or a project, Stand Back and Deliver gives you the agile leadership tools you'll need to achieve breakthrough levels of performance. This book brings together immediately usable frameworks and step-by-step processes that help you focus all your efforts where they matter most: delivering business value and building competitive advantage. You'll first discover how to use the authors' Purpose Alignment Model to make better up-front decisions about where to invest limited resources—and how to filter out activities that don't drive market leadership. Next, you'll learn how to collaborate in new ways that unleash your organization's full talents for innovation. The authors offer the Context Leadership Model for understanding the unique challenges of any project, and they help you tailor your leadership approach to address them. You'll find a full chapter on organizing information to promote more effective, value-driven decision-making. Finally, drawing on decades of experience working with great leaders, the authors focus on a critical issue you'll face over and over again: knowing when to step up and lead, and when to stand back and let your team produce results. Coverage includes Effectively evaluating, planning, and implementing large system projects Reducing resistance to process improvements Bringing greater agility to the way you manage products, portfolios, and projects Identifying the tasks that don't create enough value to be worth your time Developing the forms of collaboration that are crucial to sustaining innovation Mitigating project risks more effectively—especially those associated with complexity and uncertainty Refocusing all decision-making on delivering value to the organization and the marketplace Making decisions at the right time to leverage the best information without stifling progress

How to succeed in an era of ecosystem-based disruption: strategies and tools for offense, defense, timing, and leadership in a changing competitive landscape. The basis of competition is changing. Are you prepared? Rivalry is shifting from well-defined industries to broader ecosystems: automobiles to mobility platforms; banking to fintech; television broadcasting to video streaming. Your competitors are coming from new directions and pursuing different goals from those of your familiar rivals. In this world, succeeding with the old rules can mean losing the new game. Winning the Right Game introduces the concepts, tools, and frameworks necessary to confront the threat of ecosystem disruption and to develop the strategies that will let your organization play ecosystem offense. To succeed in this world, you need to change your perspective on competition, growth, and leadership. In this book, strategy expert Ron Adner offers a new way of thinking, illustrating breakthrough ideas with compelling cases. How did a strategy of ecosystem defense save Wayfair and Spotify from being crushed by giants Amazon and Apple? How did Oprah Winfrey redraw industry boundaries to transition from television host to multimedia mogul? How did a shift to an alignment mindset enable Microsoft's cloud-based revival? Each was rooted in a new approach to competitors, partners, and timing that you can apply to your own organization. For today's leaders the difference between success and failure is no longer simply winning, but rather being sure that you are winning the right game.

A "THINK DIFFERENT" APPROACH TO INNOVATION-- Based on the Seven Guiding Principles of Apple CEO Steve Jobs In his acclaimed bestseller The Presentation Secrets of Steve Jobs author Carmine Gallo laid out a simple step-by-step program of powerful tools and proven techniques inspired by Steve Jobs's legendary presentations. Now, he shares the Apple CEO's most famous, most original, and most effective strategies for sparking true creativity--and real innovation--in any workplace. THE INNOVATION SECRETS OF STEVE JOBS Learn how to RETHINK your business, REINVENT your products, and REVITALIZE your vision of success--the Steve Jobs way. When it comes to innovation, Apple CEO Steve Jobs is legendary. His company slogan "Think Different" is more than a marketing tool. It's a way of life--a powerful, positive, game-changing approach to innovation that anyone can apply to any field of endeavor. These are the Seven Principles of Innovation, inspired by the master himself: Do What You Love. Think differently about your career. Put a Dent in the Universe. Think differently about your vision. Kick Start Your Brain. Think differently about how you think. Sell Dreams, Not Products. Think differently about your customers. Say No to 1,000 Things. Think differently about design. Create Insanely Great Experiences. Think differently about your brand experience. Master the Message. Think differently about your story. By following Steve Jobs's visionary example, you'll discover exciting new ways to unlock your creative potential and to foster an environment that encourages innovation and allows it to flourish. You'll learn how to match—and beat—the most powerful competitors, develop the most revolutionary products, attract the most loyal customers, and thrive in the most challenging times. Bestselling business journalist Carmine Gallo has interviewed hundreds of successful professionals--from CEOs, managers, and entrepreneurs to teachers, consultants, and stay-at-home moms—to get to the core of Steve Jobs's innovative philosophies. These are the simple, meaningful, and attainable principles that drive us all to "Think Different." These are The Innovation Secrets of Steve Jobs. An enhanced ebook is now available with 10 demonstration videos of Jobs' sure-fire innovation secrets. Select the Kindle Edition with Audio/Video from the available formats.

Innovation Through Understandingsm The toughest part of innovation? Accurately predicting what customers want, need, and will pay for. Even if you ask them, they often can't explain what they want. Now, there's a breakthrough solution: Innovation Games. Drawing on his software product strategy and product management consulting experience, Luke Hohmann has created twelve games that help you uncover your customers' true, hidden needs and desires. You'll learn what each game will accomplish, why it works, and how to play it with customers. Then, Hohmann shows how to integrate the results into your product development processes, helping you focus your efforts, reduce your costs, accelerate time to market, and deliver the right solutions, right from the start. Learn how your customers define success Discover what customers don't like about your offerings Uncover unspoken needs and breakthrough opportunities Understand where your offerings fit into your customers' operations Clarify exactly how and when customers will use your product or service Deliver the right new features, and make better strategy decisions Increase empathy for the customers' experience within your organization Improve the effectiveness of the sales and service organizations Identify your most effective marketing messages and sellable features Innovation Games will be indispensable for anyone who wants to drive more successful, customer-focused product development: product and R&D managers, CTOs and development leaders, marketers, and senior business executives alike.

Creating Breakthrough Innovations

Turning Technology Breakthroughs into Products

How to Manage Ideas and Execution for Outstanding Results

The Innovation Book

Killer Questions That Spark Game-Changing Innovation

How to Disrupt, Defend, and Deliver in a Changing World

Market Rebels

Advance praise for Service Innovation: "To the CEOs of all service companies I deal with: READ THIS BOOK!" -- Dave Wascha, senior director, Bing Product Management, Microsoft Corporation "Lance Bettencourt deftly blends his academic and consulting experience to provide an example-rich, readable, practical, and innovative discussion of service innovation." -- Leonard Berry, coauthor of Management Lessons from Mayo Clinic "Provides the robust framework to design services that unlock growth opportunities for every business." -- Lance Reschke, vice president, Ceridian Corporation "The tools and guidance in this book will inspire companies, small and large, to create effective and innovative services that are desperately needed." -- Mary Jo Bitner, Ph.D., W. P. Carey School of Business, Arizona State University, and coauthor of Services Marketing: Integrating Customer Focus Across the Firm "Cracks the code from the fuzzy front end through the complete life cycle of Service Innovation." -- Angelo Rago, division vice president, Global Customer Services, Abbott Medical Optics "Filled with rich examples of how firms can innovate service through helping customers get jobs done." -- Stephen W. Brown, Ph.D., W. P. Carey School of Business, Arizona State University "Any leader intent on providing distinctive value to customers must read Service Innovation." -- Michael Reynolds, staff vice president, Commercial Marketing, WellPoint, Inc. If there's one truism about the service sector, it's that businesses don't succeed by inventing a better mousetrap; they succeed by finding the best, most cost-effective way to get rid of their customers' mice. In industries ranging from heavy machinery to health care to financial services to consumer goods, service innovation is helping businesses find new revenue streams--and enhance existing ones--by satisfying their customer's need to get things done. Few understand this better than Lance Bettencourt, a strategy adviser at Strategyn and a leading educator in management innovation consulting. And in Service Innovation, Bettencourt gives a master's class on the art and science of creating breakthrough service products. True service innovation demands that you shift the focus away from the solution and back to the customer. To achieve this shift in your business--one that takes you from making educated guesses to building a clear model to guide service innovation--Bettencourt instructs on the finer points of how to rethink your approach to the customer's needs: how the customer defines value in a product or service. Bettencourt mines nearly 20 years' experience in teaching and advising clients with service- and product-dominant businesses to demonstrate proven ways you can build, streamline, and focus your company's service product innovation processes. Among the numerous key ideas and practices are: Insight on understanding the different types of clients you serve--and how your products deliver value to them Ways to design specific frameworks for discovering service innovation opportunities for new, improved, and supplementary service products Practical guidance on staying focused on the "fuzzy front end" of service innovation The fundamental elements of a winning service strategy Finding new ways to help people solve problems and get things done is why there are goods and services in the first place. And in Service Innovation, Lance Bettencourt fills a vital need by delivering the essential guide that can put your business on the latest frontier of value creation.

Serial Innovators: How Individuals Create and Deliver Breakthrough Innovations in Mature Firms zeros in on the cutting-edge thinkers who repeatedly create and deliver breakthrough innovations and new products in large, mature organizations. These employees are organizational powerhouses who solve consumer problems and substantially contribute to the financial value to their firms. In this pioneering study, authors Abbie Griffin, Raymond L. Price, and Bruce A. Vojak detail who these serial innovators are and how they develop novel products, ranging from salt-free seasonings to improved electronics in companies such as Alberto Culver, Hewlett-Packard, and Procter & Gamble. Based on interviews with over 50 serial innovators and an even larger pool of their co-workers, managers and human resources teams, the authors reveal key insights about how to better understand, emulate, enable, support, and manage these unique and important individuals for long-term corporate success. Interestingly, the book finds that serial innovators are instrumental both in cases where firms are aware of clear market demands, and in scenarios when companies take risks on new investments, creating a consumer need. For over 25 years, research on innovation has taken the perspective that new product development can be managed like any other (complex) process of the firm. While a highly structured and closely supervised approach is helpful in creating incremental innovations, this book finds that it is not conducive to creating breakthrough innovations. The text argues that the drive to routinize innovation has gone too far; in fact, so far as to limit many mature firms' ability to create breakthrough innovations. In today's economy, with the future of so many large firms on the line, this book is a clarion call to businesses to rethink how to nurture and thrive on their innovative workforce.

Great things don't happen in a vacuum. But creating an environment for creative thinking and innovation can be a daunting challenge. How can you make it happen at your company? The answer may surprise you: gamestorming. This book includes more than 80 games to help you break down barriers, communicate better, and generate new ideas, insights, and strategies. The authors have identified tools and

techniques from some of the world's most innovative professionals, whose teams collaborate and make great things happen. This book is the result: a unique collection of games that encourage engagement and creativity while bringing more structure and clarity to the workplace. Find out why -- and how -- with Gamestorming. Overcome conflict and increase engagement with team-oriented games Improve collaboration and communication in cross-disciplinary teams with visual-thinking techniques Improve understanding by role-playing customer and user experiences Generate better ideas and more of them, faster than ever before Shorten meetings and make them more productive Simulate and explore complex systems, interactions, and dynamics Identify a problem's root cause, and find the paths that point toward a solution

Innovation and Entrepreneurship 3rd Edition is an accessible text on innovation and entrepreneurship aimed specifically at undergraduate students studying business and management studies, but also those on engineering and science degrees with management courses. The text applies key theories and research on innovation and entrepreneurship and then reviews and synthesises those theories and research to apply them in a much broader and contemporary context, including the corporate and public services, emerging technologies and economies, and sustainability and development and creating and capturing value from innovation and entrepreneurship. In this third edition the authors continue to adopt an explicit process model to help organise the material with clear links between innovation and entrepreneurship. This text has been designed to be fully integrated with the Innovation Portal at www.innovation-portal.info, which contains an extensive collection of additional resources for both lecturers and students, including teaching resources, case studies, media clips, innovation tools, seminar and assessment activities and test questions.

Building Ontologies with Basic Formal Ontology

Making Breakthrough Innovation Happen

Stand Back and Deliver

Winning the Right Game

The Discipline of Building Breakthroughs

Overcrowded

Building a Capability for Breakthrough Innovation

Great individuals are assumed to cause the success of radical innovations--thus Henry Ford is depicted as the one who established the automobile industry in America. Hayagreeva Rao tells a different story, one that will change the way you think about markets forever. He explains how "market rebels"--activists who defy authority and convention--are the real force behind the success or failure of radical innovations. Rao shows how automobile enthusiasts were the ones who established the new automobile industry by staging highly publicized reliability races and lobbying governments to enact licensing laws. Ford exploited the popularity of the car by using new mass-production technologies. Rao argues that market rebels also establish new niches and new cultural styles. If it were not for craft brewers who crusaded against "industrial beer" and proliferated brewpubs, there would be no specialty beers in America. But for nouvelle cuisine activists who broke the stranglehold of Escoffier's classical cuisine in France, there would have been little hybridization and experimentation in modern cooking. Market rebels also thwart radical innovation. Rao demonstrates how consumer activists have faced down chain stores and big box retailers, and how anti-biotechnology activists in Germany penetrated pharmaceutical firms and delayed the commercialization of patents. Read Market Rebels to learn how activists succeed when they construct "hot causes" that arouse intense emotions, and exploit "cool mobilization"--unconventional techniques that engage audiences in collective action. You will realize how the hands that move markets are the joined hands of market rebels. Some images inside the book are unavailable due to digital copyright restrictions.

A fully updated edition of the classic business reference book on product development from a world renowned innovation management scholar For more than two decades, Winning at New Products has served as the bible for product developers everywhere. Robert G. Cooper demonstrates why consistent product development is vital to corporate growth and how to maximize your chances of success. Citing the author's most recent research, Winning at New Products showcases innovative practices by industry leaders to present a field-tested game plan for achieving product leadership. Cooper outlines specific strategies for making sound business decisions at every step--from idea generation to launch. This fully updated and expanded edition is an essential resource for product developers around the world.

"This is a must read. There's so much new in this book, from how to generate the breakthrough ideas, picking the winners, and driving them to market successfully."
--Philip Kotler, Professor of International Marketing, Northwestern University, Kellogg School of Management

A more powerful innovation, which seeks to discover not how things work but why we need things. The standard text on innovation advises would-be innovators to conduct creative brainstorming sessions and seek input from outsiders—users or communities. This kind of innovating can be effective at improving products but not at capturing bigger opportunities in the marketplace. In this book Roberto Verganti offers a new approach—one that does not set out to solve existing problems but to find breakthrough meaningful experiences. There is no brainstorming—which produces too many ideas, unfiltered—but a vision, subject to criticism. It does not come from outsiders but from one person's unique interpretation. The alternate path to innovation mapped by Verganti aims to discover not how things work but why we need things. It gives customers something more meaningful—something they can love. Verganti describes the work of companies, including Nest Labs, Apple, Yankee Candle, and Philips Healthcare, that have created successful businesses by doing just this. Nest Labs, for example, didn't create a more advanced programmable thermostat, because people don't love to program their home appliances. Nest's thermostat learns the habits of the household and bases its

temperature settings accordingly. Verganti discusses principles and practices, methods and implementation. The process begins with a vision and proceeds through developmental criticism, first from a sparring partner and then from a circle of radical thinkers, then from external experts and interpreters, and only then from users. Innovation driven by meaning is the way to create value in our current world, where ideas are abundant but novel visions are rare. If something is meaningful for both the people who create it and the people who consume it, business value follows.

Commercializing Innovation: Turning Technology Breakthroughs into Products shows how to turn ideas from R&D labs, universities, patent offices, and inventors into commercially successful products and services. Commercializing technology has never been easy, and it's getting tougher all the time. All the decisions you need to make are complicated by today's breakneck rates of change in enabling technology and by competitive pressures disseminated globally at the speed of the internet: Where to get ideas? Which to pursue? Whom to hire? Where to manufacture? How to fund? Create a startup or license to another? To answer these questions adequately and bring sophisticated products and services successfully to market, you need to deploy the systematic methods detailed in this book. Jerry Schaufeld--serial technology entrepreneur, angel investor, and distinguished professor of entrepreneurship--presents in detail his proven step-by-step commercialization process, beginning with technology assessment and culminating with the successful launch of viable products into the global market. Using case studies, models, and practical tips culled from his entrepreneurial career, he shows readers of Commercializing Innovation how to Source technology that can be turned into products Recognize an opportunity to create a viable product Perform feasibility analyses before sinking too much money into a project Find the right method and means to introduce the product to market Plan the project down to the last detail Execute the project in ways that improve chances of its success Comply with government regulation without crippling your project Decide whether offshore manufacturing is your best option Compete globally with globally sourced ideas and funding

How Eleven Indians Pulled Off the Impossible

The Idea Factory

Using Outcome-Driven Innovation to Create Breakthrough Products and Services

Designing Meaningful Products in a World Awash with Ideas

Inside the Box

Tactics for Disruptive Thinking

A Handbook for Visionaries, Game Changers, and Challengers

Creating Breakthrough Products describes the new forces driving product development that companies must master if they want to lead and innovate. It is a step-by-step guide to the new ideal in product development.

A world-renowned innovation guru explains practices that result in breakthrough innovations "Ulwick's outcome-driven programs bring discipline and predictability to the often random process of innovation." -Clayton Christensen For years, companies have accepted the underlying principles that define the customer-driven paradigm--that is, using customer "requirements" to guide growth and innovation. But twenty years into this movement, breakthrough innovations are still rare, and most companies find that 50 to 90 percent of their innovation initiatives flop. The cost of these failures to U.S. companies alone is estimated to be well over \$100 billion annually. In a book that challenges everything you have learned about being customer driven, internationally acclaimed innovation leader Anthony Ulwick reveals the secret weapon behind some of the most successful companies of recent years. Known as "outcome-driven" innovation, this revolutionary approach to new product and service creation transforms innovation from a nebulous art into a rigorous science from which randomness and uncertainty are eliminated. Based on more than 200 studies spanning more than seventy companies and twenty-five industries, Ulwick contends that, when it comes to innovation, the traditional methods companies use to communicate with customers are the root cause of chronic waste and missed opportunity. In What Customers Want, Ulwick demonstrates that all popular qualitative research methods yield well-intentioned but unfitting and dreadfully misleading information that serves to derail the innovation process. Rather than accepting customer inputs such as "needs," "benefits," "specifications," and "solutions," Ulwick argues that researchers should silence the literal "voice of the customer" and focus on the "metrics that customers use to measure success when executing the jobs, tasks or activities they are trying to get done." Using these customer desired outcomes as inputs into the innovation process eliminates much of the chaos and variability that typically derails innovation initiatives. With the same profound insight, simplicity, and uncommon sense that propelled The Innovator's Solution to worldwide acclaim, this paradigm-changing book details an eight-step approach that uses outcome-driven thinking to dramatically improve every aspect of the innovation process--from segmenting markets and identifying opportunities to creating, evaluating, and positioning breakthrough concepts. Using case studies from Microsoft, Johnson & Johnson, AIG, Pfizer, and other leading companies, What Customers Want shows companies how to: Obtain unique customer inputs that make predictable innovation possible Recognize opportunities for disruption, new market creation, and core market growth--well before competitors do Identify which ideas, technologies, and acquisitions have the greatest potential for creating customer value Systematically define breakthrough products and services concepts Innovation is fundamental to success and business growth. Offering a proven alternative to failed customer-driven thinking, this landmark book arms you with the tools to unleash innovation, lower costs, and reduce failure rates--and create the products and services customers really want.

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.

The Killer Questions Your Company Should Be Asking Generating and executing great ideas is the key to staying ahead in a rapidly changing world. It seems so basic. Why is it so hard to actually get right? According to innovation expert Phil McKinney, the real problem is that we're teaching people to ask the wrong questions about their businesses--or none at all. There has to be a better way. In *Beyond the Obvious*, McKinney will help you use his proven FIRE (Focus, Ideation, Rank, Execution) Method to dig deeper and get back to asking the right questions--the ones all companies must ask to survive. Full of real-world examples, this book will change the way you operate, innovate, and create, and it all begins with battle-tested questions Phil has gathered on note cards throughout his career. Shared for the first time here, these "Killer Questions" include: What are the rules and assumptions my industry operates under? What if the opposite were true? What will be the buying criteria used by my customer in 5 years? What are my unshakable beliefs about what my customers want? Who uses my product in ways I never anticipated? These questions will reframe the way you see your products, your customers, and the way the two interact. Whether you're a company of thousands or a lean startup, *Beyond the Obvious* will give you the skills and easy-to-follow plan you need to make both the revolutionary changes and nuanced tweaks required for success. Praise for *Beyond the Obvious* "Human beings are creatures of habit, so getting ourselves and our teams to think beyond the obvious is a challenge we face all the time. Phil McKinney is an innovation expert, and his killer questions and hit-the-spot anecdotes provide a great way to get out in front of opportunities we otherwise won't see." --Geoffrey Moore, author of *Crossing the Chasm* and *Escape Velocity* "I've always believed that asking the right questions is the essence of design. Phil McKinney proves that point with this wonderful set of killer questions that will jumpstart-or greatly enhance- your innovation efforts." --B. Joseph Pine II, co-author, *The Experience Economy & Infinite Possibility*. "Product Innovation is a prerequisite to building great brands. Phil's questions are a prerequisite to building innovative products." --Satjiv S. Chahil, former global marketing chief, Apple

Innovating in Healthcare

Think Frugal, Be Flexible, Generate Breakthrough Growth

Game Thinking

Lean Product and Process Development, 2nd Edition

Serial Innovators

Create the Future + The Innovation Handbook

Gamestorming

Innovation Games Creating Breakthrough Products Through Collaborative Play Pearson Education

Nothing is more important to business success than innovation . . . And here's what you can do about it on Monday morning with the definitive how-to book from the world's leading authority on innovation When it comes to innovation, Curt Carlson and Bill Wilmot of SRI International know what they are talking about--literally. SRI has pioneered innovations that day in and day out are part of the fabric of your life, such as: □ The computer mouse and the personal computer interface you use at home and work □ The high-definition television in your living room □ The unusual numbers at the bottom of your checks that enable your bank to maintain your account balance correctly □ The speech-recognition system used by your financial services firm when you call for your account balance or to make a transaction. Each of these innovations--and literally hundreds of others--created new value for customers. And that's the central message of this book. Innovation is not about inventing clever gadgets or just "creativity." It is the successful creation and delivery of a new or improved product or service that provides value for your customer and sustained profit for your organization. The first black-and-white television, for example, was just an interesting, cool invention until David Sarnoff created an innovation--a network--that delivered programming to an audience. The genius of this book is that it provides the "how" of innovation. It makes innovation practical by getting two groups who are often disconnected--the managers who make decisions and the people on the front lines who create the innovations--onto the same page. Instead of smart people grouching about the executive suite not recognizing a good idea if they tripped over it and the folks on the top floor wondering whether the people doing the complaining have an understanding of market realities, Carlson and Wilmot's five disciplines of innovation focus attention where it should be: on the creation of valuable new products and services that meet customer needs. Innovation is not just for the "lone genius in the garage" but for you and everyone in your enterprise. Carlson and Wilmot provide a systematic way to make innovation practical, one intimately tied to the way things get done in your business. Teamwork isn't enough. Creativity isn't enough. A new product idea isn't enough. True innovation is about delivering value to customers. Innovation reveals the value-creating processes used by SRI International, the organization behind the computer mouse, robotic surgery, and domain names. Curt Carlson and Bill Wilmot show you how to use these practical, tested processes to create great customer value for your organization.

Too many new products fail. New products which are hard to differentiate from existing products won't capture the customer's imagination. The failure is due to a poor understanding of customers' needs. Companies need to take a radical approach to identifying customers' real needs, and this book demonstrates innovative ways to achieve this. During her time working on genre-defining games like *The Sims*, *Rock Band*, and *Ultima Online*, Amy Jo learned that customers stick with products that help them get better at something they care about, like playing an instrument or leading a team. Amy Jo has used her insights from gaming to help hundreds of companies like Netflix, Disney, The New York Times, Ubisoft and Happify innovate faster and smarter, and drive long-term engagement.

Bell Labs and the Great Age of American Innovation

Cultural Strategy

A Proven System of Creativity for Breakthrough Results

Using Innovative Ideologies to Build Breakthrough Brands

5 Secrets for Creating Breakthrough Products, Services, and Solutions

The Innovation Secrets of Steve Jobs: Insanely Different Principles for Breakthrough Success

Accelerating Business Transformation

"The P-51 Mustang—perhaps the finest piston engine fighter ever built—was designed and put into flight in just a few months. Specifications were finalized on March 15, 1940; the airfoil prototype was complete on September 9; and the aircraft made its maiden flight on October 26. Now that is a lean development process!" —Allen Ward and Durward Sobek, commenting on the development of the P-51 Mustang and its exemplary use of trade-off curves. Shingo Research and Professional Publication Award recipient, 2008 Despite attempts to interpret and apply lean product development techniques, companies still struggle with design quality problems, long lead times, and high development costs. To be successful, lean product development must go beyond techniques, technologies, conventional concurrent engineering methods, standardized engineering work, and heavyweight project managers. Allen Ward showed the way. In a truly groundbreaking first edition of Lean Product and Process Development, Ward delivered -- with passion and penetrating insights that cannot be found elsewhere -- a comprehensive view of lean principles for developing and sustaining product and process development. In the second edition, Durward Sobek, professor of Mechanical and Industrial Engineering at Montana State University—and one of Ward's premier students—edits and reorganizes the original text to make it more accessible and actionable. This new edition builds on the first one by: Adding five in-depth and inspiring case studies. Including insightful new examples and illustrations. Updating concepts and tools based on recent developments in product development. Expanding the discussion around the critical concept of set-based concurrent engineering. Adding a more detailed table of contents and an index to make the book more accessible and user-friendly. The True Purpose of Product Development Ward's core thesis is that the very aim of the product development process is to create profitable operational value streams, and that the key to doing so predictably, efficiently, and effectively is to create useable knowledge. Creating useable knowledge requires learning, so Ward also creates a basic learning model for development. But Ward not only describes the technical tools needed to make lean product and process development actually work. He also delineates the management system, management behaviors, and mental models needed. In this breakthrough text, Ward: Asks fundamental questions about the purpose and "value added" in product development so you gain a crystal clear understanding of essential issues. Shows you how to find the most common forms of "knowledge waste" that plagues product development. Identifies four "cornerstones" of lean product development gleaned from the practices of successful companies like Toyota and its partners, and explains how they differ from conventional practices. Gives you specific, practical recommendations for establishing your own lean development processes. Melds observations of effective teamwork from his military background, engineering fundamentals from his education and personal experience, design methodology from his research, and theories about management and learning from his study of history and experiences with customers. Changes your thinking forever about product development.

INNOVATION IN ACTION The Innovation Book is your roadmap to creating powerful innovations that deliver success in a competitive world. It answers the following questions: · How do you become a more innovative thinker? · How do you lead and manage creative people? · How can you use innovation tools to get the best results? · How can you engage people with innovation? · How do you avoid pitfalls, problems and screw-ups? With a practical bite-size format, The Innovation Book will help you tackle the really important challenges and seize the most valuable opportunities. "Inspired, ambitious and complete - a must-read for anyone interested in innovation, creativity and invention." Tom McMail, Ex-Microsoft Strategic Collaborations Director & Academic Innovations Manager "Strips big ideas down to their essence, making the complicated understandable and turning the theoretical into real-world practical. Recommended." Broc Edwards, SVP, Director of Learning & Leadership

In a challenging economy filled with multiple competitors, no one can afford to stagnate. Yet, innovation is notoriously difficult. How do you pinpoint the winning ideas that customers will love? Sifting through purchasing data for clues about what might sell or haphazardly brainstorming ideas are typical strategies. However, innovation expert Stephen Wunker offers the effective Jobs method: determining the drivers of customer behavior--those functional and emotional goals that people want to achieve. This simple shift in perspective opens up new insights about your customers and a wealth of hidden opportunities. For example, social media newcomer Snapchat used the Jobs process to capture the millennial demographic. By reducing functionality, the company satisfied its users' unmet need to document real life in the moment, without filters and "like" buttons. Packed with similar examples from every industry, this complete innovation guide explains both foundational concepts and a detailed action plan developed by Wunker and his team. In Jobs to Be Done, the groundbreaking Jobs Roadmap takes you step-by-step through the innovation process and reveals how to: Gather valuable customer insights Turn those insights into new product ideas Test and iterate until you find original profitable solutions And much more! Jobs to Be Done gives you a clear-

cut framework for thinking about your business, outlines a roadmap for discovering new markets, new products and services, and helps you generate creative opportunities to innovate your way to success.

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*.

Identifying Hidden Needs

Business Model Generation

The Mythical Man-Month: Essays On Software Engineering, Anniversary Edition, 2/E

A Roadmap for Customer-Centered Innovation

The GAME of Innovation: Gamify Challenges, Level Up Your Team, and Play to Win

Innovation and Entrepreneurship