

NAIL IT **THEN** **SCALE IT**™

THE ENTREPRENEUR'S GUIDE TO CREATING AND
MANAGING BREAKTHROUGH INNOVATION

NATHAN FURR AND PAUL GILLER

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**By Nathan Furr Nail It Then Scale It The Entrepreneurs
Guide To Creating And Managing Breakthrough
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Nail it Then Scale it Nathan R. Furr, Paul B. Ahlstrom, 2011 Why do most new businesses fail yet a few entrepreneurs have a habit of winning over and over again The shocking discovery of years of research and trial is that most startups fail by doing the right things but doing them out of order In other words human nature combined with our entrepreneurial drive puts us on autopilot to become part of the 70% to 90% of ventures that fail From Thomas Edison to Steve Jobs the Nail It Then Scale It method is based on pattern recognition of the timeless principles and key practices used by successful entrepreneurs to repeatedly innovate **Summary of Nail It then Scale It - [Review Keypoints and Take-aways]**

PenZen Summaries, 2022-11-29 The summary of Nail It then Scale It The Entrepreneur's Guide to Creating and Managing Breakthrough Innovation presented here include a short review of the book at the start followed by quick overview of main points and a list of important take aways at the end of the summary The Summary of The book Nail It then Scale It is a guide that will assist you in perfecting your business plan and growing your business These ideas provide an overview of the process of developing innovative products that solve problems identifying and communicating with the appropriate markets and refining your strategy prior to scaling your business Nail It then Scale It summary includes the key points and important takeaways from the book Nail It then Scale It by Nathan Furr and Paul Ahlstrom Disclaimer 1 This summary is meant to preview and not to substitute the original book 2 We recommend for in depth study purchase the excellent original book 3 In this summary key points are rewritten and recreated and no part text is directly taken or copied from original book 4 If original author/publisher wants us to remove this summary please contact us at support@mocktime.com **Creating & Managing Breakthrough Innovation**

Agnes Belotti, 2021-02-27 The goal of any entrepreneur is to build something customers want for a problem they're willing to pay for Yet 90% of businesses fail because they can't get anyone to buy Why is this the case This method is based on pattern recognition of the timeless principles and key practices used by successful entrepreneurs to repeatedly innovate These processes and principles have now been distilled into a handbook to guide entrepreneurs and innovative product managers to victory *The Innovator's Method* Nathan Furr, Jeff Dyer, 2014-08-19 Have you ever come up with an idea for a new product or service but didn't take any action because you thought it would be too risky Or at work have you had what you thought could be a big idea for your company perhaps changing the way you develop or distribute a product provide customer service or hire and train your employees If you have but you haven't known how to take the next step you need to understand what the authors call the innovator's method a set of tools emerging from lean start up design thinking and agile software development that are revolutionizing how new ideas are created refined and brought to market To date these tools have helped entrepreneurs designers and software developers manage uncertainty through cheap and rapid experiments that systematically lower failure rates and risk But many managers and leaders

struggle to apply these powerful tools within their organizations as they often run counter to traditional managerial thinking and practice Authors Nathan Furr and Jeff Dyer wrote this book to address that very problem Following the breakout success of *The Innovator's DNA* which Dyer wrote with Hal Gregersen and bestselling author Clay Christensen to provide a framework for generating ideas this book shows how to make those ideas actually happen to commercialize them for success Based on their research inside corporations and successful start ups Furr and Dyer developed the innovator's method an end to end process for creating refining and bringing ideas to market They show when and how to apply the tools of their method how to adapt them to your business and how to answer commonly asked questions about the method itself including How do we know if this idea is worth pursuing Have we found the right solution What is the best business model for this new offering This book focuses on the how how to test how to validate and how to commercialize ideas with the lean design and agile techniques successful start ups use Whether you're launching a start up leading an established one or simply working to get a new product off the ground in an existing company this book is for you

Pivot Remy Arteaga, Joanne Hyland, 2013-09-24 A proven approach to achieving entrepreneurial success in new corporate ventures and startups Every day business and corporate startups take action based on assumptions Yet these assumptions are based largely on guesswork that leads to everything from costly mistakes to the failure of ventures Fortunately there are ways to overcome these issues and excel in your business endeavors and this book will show you how Engaging and informative *Pivot* provides entrepreneurs with practical guidance for achieving success in corporate ventures as well as new startups Based on more than fifteen years of academic research and many more years of experience in business and corporate startups this book skillfully addresses topics ranging from resources and organizational uncertainties to the scope and scale of new business opportunities Reveals how to successfully conceptualize new business opportunities pivot as required to experiment with these opportunities and accelerate to the marketplace Captures the capabilities needed to quickly build a business by understanding and systematically reducing uncertainties from market landscape and technology to talent and organizational positioning The digital component of this book includes a world class strategic innovation methodology that is in demand from corporations worldwide Written with today's serious entrepreneur in mind *Pivot* will provide you with the tools you'll need to get ahead of the competition and achieve consistent success

Scalable Innovation Eugene Shteyn, Max Shtein, 2016-04-19 Innovation is a primary source of economic growth and yet only one idea out of 3 000 becomes a successful product or service *Scalable Innovation* A Guide for Inventors Entrepreneurs and IP Professionals introduces a model for the innovation process helping innovators to understand the nature and timing of opportunities and risks on the path to

The Innovator's Method, 2018 Have you ever come up with an idea for a new product or service but didn't take any action because you thought it would be too risky Or at work have you had what you thought could be a big idea for your company perhaps changing the way you develop or distribute a product provide customer service or hire and train your employees If you have but you haven't known

how to take the next step you need to understand what the authors call the innovator's method a set of tools emerging from lean start up design thinking and agile software development that are revolutionizing how new ideas are created refined and brought to market To date these tools have helped entrepreneurs designers and software developers manage uncertainty through cheap and rapid experiments that systematically lower failure rates and risk But many managers and leaders struggle to apply these powerful tools within their organizations as they often run counter to traditional managerial thinking and practice Authors Nathan Furr and Jeff Dyer wrote this book to address that very problem Following the breakout success of *The Innovator's DNA* which Dyer wrote with Hal Gregersen and bestselling author Clay Christensen to provide a framework for generating ideas this book shows how to make those ideas actually happen to commercialize them for success Based on their research inside corporations and successful start ups Furr and Dyer developed the innovator's method an end to end process for creating refining and bringing ideas to market They show when and how to apply the tools of their method how to adapt them to your business and how to answer commonly asked questions about the method itself including How do we know if this idea is worth pursuing Have we found the right solution What is the best business model for this new offering This book focuses on the how how to test how to validate and how to commercialize ideas with the lean design and agile techniques successful start ups use Whether you're launching a start up leading an established one or simply working to get a new product off the ground in an existing company this book is for you [How To Create Innovative Products](#) Isabella Heriford, 2021-03-03 The goal of any entrepreneur is to build something customers want for a problem they're willing to pay for Yet 90% of businesses fail because they can't get anyone to buy Why is this the case This method is based on pattern recognition of the timeless principles and key practices used by successful entrepreneurs to repeatedly innovate These processes and principles have now been distilled into a handbook to guide entrepreneurs and innovative product managers to victory *The Innovation Paradox* Tony Davila, Marc Epstein, 2014-06-30 For more than twenty years major innovations the kind that transform industries and even societies seem to have come almost exclusively from startups despite massive efforts and millions of dollars spent by established companies Tony Davila and Marc Epstein authors of the bestselling *Making Innovation Work* say the problem is that the very processes and structures responsible for established companies enduring success prevent them from developing breakthroughs This is the innovation paradox Most established companies succeed through incremental innovation taking a product they're known for and adding a feature here cutting a cost there Major breakthroughs are hard to achieve when everything about the way your organization is built and run is designed to reward making what already works work a little better But incremental innovation can coexist with breakthrough thinking Using examples from both scrappy startups and long term innovators such as IBM 3M Apple and Google Davila and Epstein explain how corporate culture leadership style strategy incentives and management systems can be structured to encourage breakthroughs Then they bring it all together in a new model called the Startup Corporation which combines the philosophy

of the startup with the experience resources and network of an established company Breakthrough innovation no longer has to be the nearly exclusive province of the new kids on the block With Davila and Epstein s assistance any company can develop paradigm shifting products and services and maximize the ROI on its R D

The Definitive Guide to Effective Innovation (Collection) Tony Davila,Marc Epstein,Robert Shelton,Andy Bruce,David M. Birchall,Luke Williams,Jonathan M. Cagan,Craig M. Vogel,2013-04-27 A brand new collection of state of the art guides to business innovation and transformation 4 authoritative books help you infuse innovation throughout everything your business does not just once but constantly This extraordinary collection shows how to make breakthrough high profit innovation happen again and again Start with the recently updated edition of Making Innovation Work a formal innovation process proven to help ordinary managers drive top and bottom line growth from innovation This guidebook draws on unsurpassed innovation consulting experience and the most thorough review of innovation research ever performed It shows what works what doesn t and how to use management tools and metrics to dramatically increase the payoff of innovation investments You ll learn to define the right strategy for effective innovation structure organizations management systems and incentives for innovation and much more Next Innovation Fast Track to Success helps you get six key things right about innovation planning pipeline process platform people and performance You ll learn how to deeply integrate innovation throughout team structure so you can move from buzzwords to achievement Then in Disrupt Think the Unthinkable to Spark Transformation in Your Business frog design s Luke Williams shows how to start generating and executing on a steady stream of disruptive strategies and unexpected solutions Williams combines the fluid creativity of disruptive thinking with the analytical rigor that s indispensable to business success The result a simple yet complete five stage process for imagining a powerful market disruption and transforming it into reality that can catch an entire industry by surprise Finally in the highly anticipated Second Edition of Creating Breakthrough Products Revealing the Secrets that Drive Global Innovation Jonathan Cagan and Craig Vogel offer an indispensable roadmap for uncovering new opportunities identifying what customers really value today and building products and services that redefine or create entirely new markets This edition contains brand new chapters on service design and global innovation new insights and best practices and new case studies ranging from Navistar s latest long haul truck to P G s reinvention of Herbal Essence With even more visual maps and illustrations it s even more intuitive accessible and valuable From world renowned business innovation and transformation experts Tony Davila Marc Epstein Robert Shelton Andy Bruce David Birchall Luke Williams Jonathan Cagan and Craig Vogel

Create in a Flash: A Leader's Recipe for Breakthrough Innovation Roger Firestien,2019-09-30 Leading in our world is difficult and it is not getting easier To compete and be profitable in today s marketplace you need big creative solutions and you need them now

The Innovation Paradox Marc J. Epstein,Tony Davila,2014-06-30 For more than twenty years major innovations the kind that transform industries and even societies seem to have come almost exclusively from startups despite massive efforts and millions of dollars spent by

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innovations by bringing the new practical tools and frameworks to support more radical challenges As a CEO Chief Innovator or Director of a corporate innovation lab or an incubator you are likely dealing with more and more ideas the majority incremental but some radical and these more extreme ideas could open totally new markets or territories have a huge potential for your business but realistically the challenge of implanting them is even more complex Designed as an easy to use book *Radical Innovation A Practical Guide for Harnessing New Novel or Game Changing Breakthroughs* comes with dedicated and reusable worksheets in order to help innovation managers act effectively to deliver an innovation strategy and for innovators themselves to know how to develop breakthrough ideas The book also considers moving from discovery exploration and importantly how to seeking realistic investment opportunities to ensure you can secure the landing phases each considered with respect to the various integrated or stand alone organizational structures that enable breakthrough

Make Elephants Fly Steven S. Hoffman, 2017 Drawing on examples of the hottest innovators in Silicon Valley this step by step guide will show you how to develop test and launch your impossibly big idea to success Almost every major company today has made innovation its number one priority Yet fewer than one in four executives believe their organizations are effective innovators The pressure to innovate and the price paid for failure keeps rising while most companies haven't progressed at all It doesn't matter if you're a startup founder corporate executive small business owner freelancer or professional there's a technology out there that's going to upend your industry And if you aren't able to harness it to your advantage someone else will *Make Elephants Fly* will show you how startups come up with breakthrough products and services how to structure innovation teams the best ways to identify and vet new ideas what it takes to foster a culture of innovation how to establish a process of innovation throughout your organization *Make Elephants Fly* Steven S. Hoffman, 2017-11-14 WINNER OF THE INNOVATION AND ENTREPRENEURSHIP AWARD 2019 CMI BUSINESS BOOK AWARDS Drawing on case studies from the most innovative startups in Silicon Valley this step by step guide will show you how to develop validate and bring your impossibly big ideas to life In today's world everyone needs to innovate to stay competitive It doesn't matter if you're a startup founder corporate executive small business owner freelancer or professional There's a technology out there that's going to upend your industry And if you aren't able to harness it to your advantage someone else will Innovation is no longer an option it's the price of admission into the business world *Make Elephants Fly* will help you implement the same methodologies and processes as the most innovative startups in Silicon Valley It will show you How startups come up with breakthrough products and services How to structure innovation teams The best ways to identify and vet new ideas What it takes to foster a culture of innovation How to establish a process of innovation throughout your organization By the time you've digested this book you will have the tools needed to take your impossibly big idea and make it fly **The Scaling Value Playbook** Ian Gray, John Bessant, 2023-06-15 Learn how to scale your business or organization and overcome the challenges in moving innovation to scale The *Scaling Value Playbook* provides an overview of

the challenges in moving innovation to scale offering practical guidance on managing this process It explores creating new ventures and discusses the road to realizing value at scale It also provides a framework for developing and implementing a strategy for scaling up and scaling out of innovation together with tools and templates to enable the reader to create a fit for purpose scaling strategy In an easily accessible and visually appealing way De Gruyter playbooks offer practical concepts for improving business performance They are an extremely valuable resource for a wide range of business professionals

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