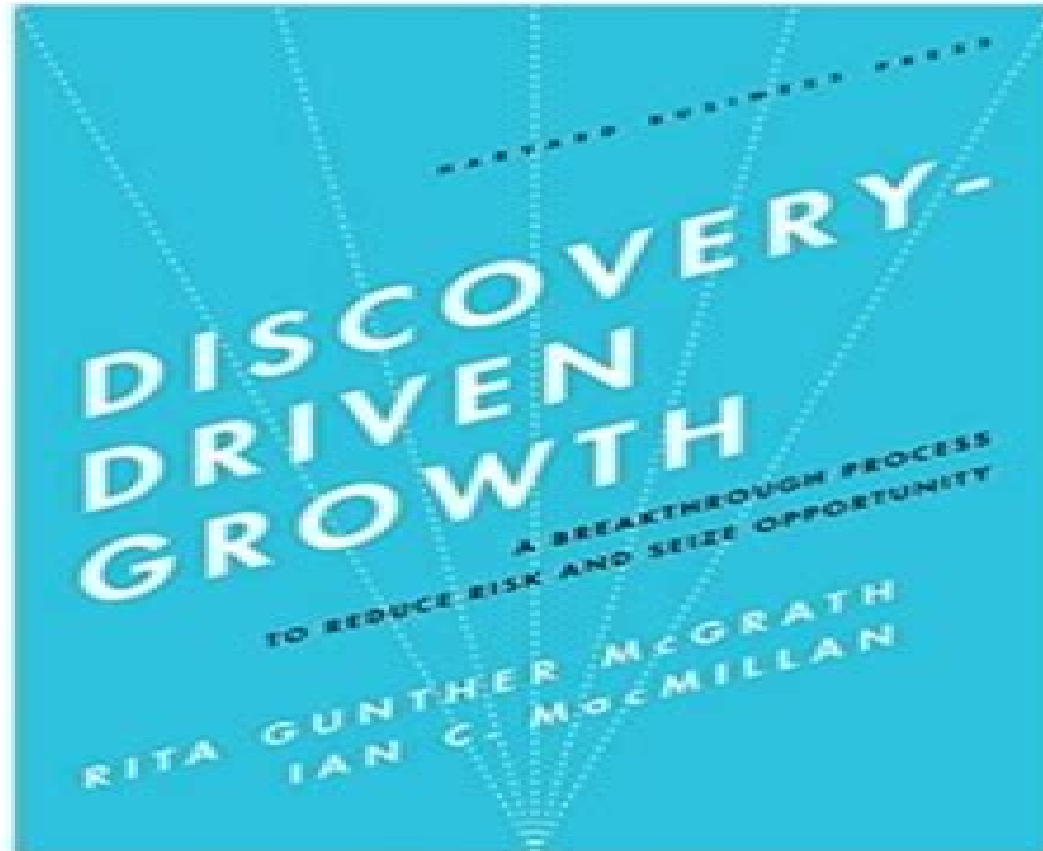


# Discovery-Driven Growth: A Breakthrough Process to Reduce Risk and Seize Opportunity

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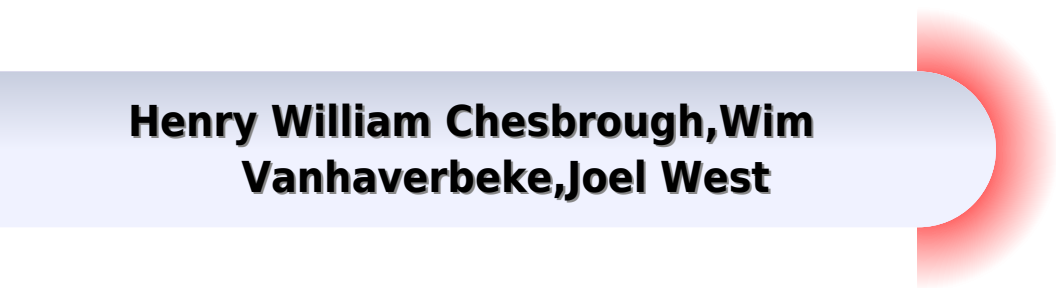
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# Discovery Driven Growth A Breakthrough Process To Reduce Risk And Seize Opportunity

**Henry William Chesbrough, Wim  
Vanhaverbeke, Joel West**



## **Discovery Driven Growth A Breakthrough Process To Reduce Risk And Seize Opportunity:**

**Discovery-Driven Growth** Rita Gunther McGrath, Ian C. Macmillan, 2009-03-16 You've been charged with growing your business. Incremental growth can no longer deliver the results you need. You need truly dynamic growth and you need to achieve it without risking a hugely expensive gamble. How can you encourage innovative new ventures and pursue ambitious growth while minimizing risk? In *Discovery Driven Growth*, authors McGrath and MacMillan show how companies can plan and pursue an aggressive growth agenda with confidence. By carefully framing their strategic growth opportunities, testing each project assumption against a series of checkpoints, and creating a culture that acts on evidence and learning instead of blind stumbling, companies can better control their costs, minimize surprises, and know when to disengage from questionable projects before it's too late. Providing tools that will help you select and better assess the potential of any strategic venture, from new product lines to entirely new businesses, the authors outline a comprehensive process that lets you identify, manage, and leverage your company's full portfolio of opportunities. By reducing up-front costs and eliminating unnecessary risks, you'll be able to avoid missteps and explore more options to create the breakthrough growth that your business requires.

**Discovery-driven Growth** Rita Gunther McGrath, Ian C. MacMillan, 2009 Based on extensive research and the authors' combined thirty years of experience, *Discovery Driven Growth* provides a breakthrough system for managing strategic growth. You will learn how to identify and prioritize your company's full portfolio of opportunities from new product lines to entirely new businesses. The authors then show how to best execute specific initiatives, test major project assumptions, and develop a culture that values disciplined experimentation and learning over meeting mindless and unrealistic goals. Tools for dealing with each challenge are backed by examples from companies from small firms to global giants that have successfully put these methods into practice.

**Stakeholder Strategies for Reducing the Impact of Global Health Crises** Kumar, Vikas, Malhotra, Geetika, 2021-06-11 A global health crisis creates great uncertainty, high stress, and anxiety within society. During such a crisis, when information is unavailable or inconsistent and when people feel unsure of what they know or what anyone knows, behavioral science indicates an increased human desire for transparency, direction, and meaning of what has happened. At such a time, the roles of stakeholders that emerge with their words and actions can help keep people safe, help them cope with emotions, and ultimately bring their experience into context, leading to meaningful results. But as this crisis shifts beyond public health and workplace safety, there are implications for business continuity, job loss, and radically different ways of working. While some may already seek meaning from the crisis and move towards the next normal, others feel a growing uncertainty and are worried about the future. Therefore, it is important to analyze the role of stakeholders during these uncertain times. *Stakeholder Strategies for Reducing the Impact of Global Health Crises* provides a comprehensive resource on stakeholder action and strategies to deal with crises by analyzing the needs of society during global health crises, how stakeholders should communicate, and how resilience and peace can be promoted in times of chaos. The chapters cover

the roles of stakeholders during a pandemic spanning from the government and international development agencies to industry and non government organizations community based organizations and more This book not only highlights the responsibilities of each of the stakeholders but also showcases the best practices seen during the COVID 19 pandemic through existing theories and case studies This book is intended for researchers in the fields of sociology political science public administration mass media and communication crisis and disaster management and more along with government officials policymakers medical agencies executives managers medical professionals practitioners stakeholders academicians and students interested in the role of stakeholders during global health crises Innovation Prowess George S.

Day,2013-04-16 Wharton professor George S Day shows that growth leaders use their innovation prowess to accelerate their growth at a faster rate In this essential guide Day reveals how to build this prowess by combining discipline in growth seeking activities with an organizational ability to innovate **The Social Entrepreneur's Playbook, Expanded Edition**

Ian C. MacMillan,James D. Thompson,2013-11-12 Wharton professor Ian C MacMillan and Dr James Thompson director of the Wharton Social Entrepreneurship Program provide a tough love approach that significantly increases the likelihood of a successful social enterprise launch in the face of the high uncertainty conditions typically encountered by social entrepreneurs Relentlessly Relevant Douglas Kruger,2015-05-04 Brace yourself the rules of consumer engagement have

changed Your customers no longer care about legacy what matters to them is how you are innovating into their world today The classic solve a problem approach that industry giants have always employed is no longer relevant Consumers want switched on creative responses to their needs and desires In Relentlessly Relevant business guru Douglas Kruger explores the field of innovation reducing its subject matter to the simple starting points you need to become an industry trendsetter It pinpoints the levers within your own business crying out for innovation as well as the areas you should leave alone at all costs and it teaches you to change your traditional way of thinking altering how you relate to your customers immediate reality Using examples from local and international brands this book shows you don t have to be a tech giant to innovate but you do need to know how to think in the right patterns This is a business imperative Innovators of today will own their industries tomorrow by constantly asking How can we become relentlessly relevant **The Disruption Continuum** Alexander

Manu,2025-08-14 The Disruption Continuum explores the profound and ongoing forces that drive societal transformation in our era of relentless technological change Examining pivotal historical moments reveals that disruption is not a one time occurrence caused by a disruptor event or technology but a continuous evolving process The First Mile Scott D.

Anthony,2014 You have a great idea now what That first mile where an innovation moves from an idea on paper to the market is often plagued by failure In fact less than one percent of ideas launched by big companies end up having real impact The ideas aren t the problem It s the process The First Mile focuses on the critical moment when an innovator moves from planning to reality It is a perilous place where hidden traps snare entrepreneurs and roadblocks slow innovators inside large

companies In this practical and enlightening manual strategic adviser Scott Anthony equips innovators with new tools questions and examples to speed through this crucial early stage of innovation You ll learn How to evaluate your idea s strengths and weaknesses using the DEFT process Document Evaluate Focus and Test Fourteen recipes from an experiment cookbook to gain confidence in your idea or business Why spinouts wrong turns and other challenges commonly trip up innovation and the practical strategies you can use to avoid them Why innovators need to seek chaos in an age of constant change and other essential leadership skills Drawing on his decade of experience as an innovation adviser and investor Anthony describes hard won lessons from disruptive start ups and global giants alike The First Mile will give you the knowledge and confidence to travel this perilous but ultimately promising terrain The first mile can be a scary place but you don t have to traverse it alone This book can help

**Managing Innovation** Joe Tidd, John R. Bessant, 2024-11-19 The new edition of the bestselling textbook on Innovation Management provides a strong knowledge base and a creative and entrepreneurial management mindset Acclaimed for its practical evidence based tools and resources Managing Innovation provides the knowledge base required to manage innovation technology and new product development With an integrated process approach this classic textbook helps students understand and develop the unique skill set required to manage innovation and innovation processes in the commercial public and social sectors Fully updated with new data new methods and new approaches the eighth edition of Managing Innovation emphasizes real world application over abstract theory Numerous practical and experience tested processes models and tools help students develop a productive innovation management mindset accompanied by a wealth of case studies and examples illustrating that successful innovation management is much more than managing a single aspect such as creativity entrepreneurship or product development Offering a strong empirical approach that is supportive of tailored experimentation Managing Innovation Integrating Technological Market and Organizational Change Eighth Edition is the perfect textbook for MBA MSc and final year undergraduate management and engineering courses on innovation and a must have resource for professional training courses seminars and workshops New to this Edition Updated chapters on digital innovation business model innovation open innovation user innovation social and sustainable innovation service and crowdsourcing Enhanced presentation of material organized around a clear process model reflecting the new ISO standard for innovation systems Additional web resources including video audio podcasts case studies innovation tools and interactive exercises and tests New Research Notes present the latest empirical findings from academic studies to deepen students knowledge New Views from the Front Line sections connect chapter topics to the actual experiences and challenges of practicing innovation managers Expanded Innovation Portal for students and instructors containing searchable innovation tools cases and exercises

*Handbook of Research on Digitalization Solutions for Social and Economic Needs* Pettinger, Richard, Gupta, Brij B., Roja, Alexandru, Cozmiuc, Diana, 2023-02-27 Digital solutions are sufficiently versatile and agile to shape business processes and enterprise

architecture answer the COVID 19 crisis solve climate change temper political conflict generate new employment operating models and solve health issues These solutions benefit businesses as an integral part of the economy and society and therefore must be studied further to ensure they are utilized appropriately The Handbook of Research on Digitalization Solutions for Social and Economic Needs introduces the agile operating model that has triggered digital transformation and the plethora of ways it has become of practical use recently The book also argues the business rationale of digitalization Covering key topics such as innovation sustainability and business transformation this major reference work is ideal for business owners managers computer scientists industry professionals researchers scholars academicians librarians

policymakers practitioners educators and students Philosophical Perceptions on Logic and Order Horne, Jeremy, 2017-05-19 Strong reasoning skills are an important aspect to cultivate in life as they directly impact decision making on a daily basis By examining the different ways the world views logic and order new methods and techniques can be employed to help expand on this skill further in the future Philosophical Perceptions on Logic and Order is a pivotal scholarly resource that discusses the evolution of logical reasoning and future applications for these types of processes Highlighting relevant topics including logic patterns deductive logic and inductive logic this publication is an ideal reference source for academicians students and researchers that would like to expand their understanding of how society currently employs the use of logical reasoning techniques **Lead from the Core** Jay Steinfeld, 2021-11-30 WALL STREET JOURNAL

BESTSELLER Jay Steinfeld Ernst Young Entrepreneur of the Year and the founder and CEO of Blinds.com acquired by Home Depot never planned to create the biggest online window blinds retailer in the world Against all odds to succeed Steinfeld's journey in business included failed acquisitions partnerships gone wrong perpetual self doubt deaths in his family budget limited guerilla marketing corporate buy outs brutal market competition and a complete disruption of industry leaders including Amazon and big box retailers To build something meaningful like Steinfeld you need to do more than dream about it You need to Lead from the Core Learn Steinfeld's Four Es a set of guiding principles that help overcome any obstacle to your organization's success Evolve Continuously Experiment Without Fear of Failure Express Yourself and Enjoy the Ride In these pages you'll also learn specific actionable tactics including How to start a business with little money and experience Ways to avoid the early failure that plagues many businesses Strategies to scale beyond the startup phase Exactly how to communicate with boards and investors Proven lessons to attract potential acquirers of your company Told with humor and heart Lead from the Core is not just a roadmap to make your company a resounding success It's a masterclass for leaders looking to prevent costly business mistakes no matter where you are in your journey **What's Your Problem?** Thomas Wedell-Wedellsborg, 2020-03-17 The author makes a compelling case that we often start solving a problem before thinking deeply about whether we are solving the right problem If you want the superpower of solving better problems read this book Eric Schmidt former CEO Google Are you solving the right problems Have you or your colleagues ever worked hard on

something only to find out you were focusing on the wrong problem entirely Most people have In a survey 85 percent of companies said they often struggle to solve the right problems The consequences are severe Leaders fight the wrong strategic battles Teams spend their energy on low impact work Startups build products that nobody wants Organizations implement solutions that somehow make things worse not better Everywhere you look the waste is staggering As Peter Drucker pointed out there s nothing more dangerous than the right answer to the wrong question There is a way to do better The key is reframing a crucial underutilized skill that you can master with the help of this book Using real world stories and unforgettable examples like the slow elevator problem author Thomas Wedell Wedellsborg offers a simple three step method Frame Reframe Move Forward that anyone can use to start solving the right problems Reframing is not difficult to learn It can be used on everyday challenges and on the biggest trickiest problems you face In this visually engaging deeply researched book you ll learn from leaders at large companies from entrepreneurs consultants nonprofit leaders and many other breakthrough thinkers It s time for everyone to stop barking up the wrong trees Teach yourself and your team to reframe and growth and success will follow From Reopen to Reinvent Michael B. Horn,2022-06-10 A practical blueprint to rebuilding an education system that is no longer working for its students In From Reopen to Reinvent distinguished education strategist Michael B Horn delivers a provocative and eye opening call to action for the overthrow of an education system that is not working well for any of its students Grounded in what educators should build in its place to address the challenges that stem from widespread unmet learning needs the book walks readers through the design of a better path forward Using time tested leadership and innovation frameworks like Jobs to Be Done Begin with the End tools of cooperation threat rigidity and discovery driven planning From Reopen to Reinvent offers a prescriptive and holistic approach to the purpose of schooling the importance of focusing on mastery for each student and the ideal use of technology It also provides readers with A set of processes and ideals that schools should implement to deal with the challenges they presently face A way to transform threats into opportunities using threat rigidity research A discussion of how the COVID 19 pandemic revealed that schools are not as flexible and equitable as we need them to be Perfect for K 12 educators and parents and school board members involved in the school community From Reopen to Reinvent is also an essential resource for professionals working in education related non profits and state education agencies Fast/Forward Julian Birkinshaw,Jonas Ridderstråle,2023-05-25 A guide to the adhocracy form of business management and how it can foster a company s success The leading companies of the past twenty years have all harnessed the power of information to gain competitive advantage But as access to big data becomes ubiquitous it can no longer guarantee a leg up Fast Forward makes the case that we are entering a new era in which firms that understand the limits of 1s and 0s will take the lead Whereas the industrial age saw the rise of bureaucracy and the information age has been described as a meritocracy we are witnessing the rise of adhocracy In uncertain rapidly changing times adhocractic organizations scan the horizon for winning

opportunities Then instead of questing after more analysis they respond with agility by making smart intuitive decisions Combining decisive action with emotional conviction future facing firms seize the day Fast Forward paints the big picture of a new approach to strategy and provides the necessary playbook to make your company fit for the future Praise for Fast Forward Fast Forward makes a compelling case for spontaneity speed and a willingness to lead with intuition More importantly it speaks to the leadership qualities required to implement its suggestions providing practical ways to cultivate to those qualities Jeffrey Pfeffer Stanford University author of Power Why Some People Have It and Others Don't Birkinshaw and Ridderstrale are on the right track In an ever faster globalized world companies not only need a compelling strategy but also an adaptive and caring performance culture To unleash their full ingenuity we have to empower our colleagues to act like owners Joe Kaeser President and CEO Siemens AG Big data is oversold as the most important facet of competitive advantage Rather breakthrough leaps of faith are necessary to achieve extraordinary results Fast Forward is full of practical advice about how to capitalize on this simple idea in order to forge your corporate future Anita McGahan Rotman School of Management author of How Industries Evolve

**New Frontiers in Open Innovation** Henry William Chesbrough, Wim Vanhaverbeke, Joel West, 2014 Following on from their previous book Open Innovation the editors have compiled this book as a major initiative of top scholars in open innovation setting out a research agenda for the next 5 to 10 years

*Experts and Epistemic Monopolies* Roger Koppl, Steven Horwitz, Laurent Dobuzinskis, 2012-10-15 Under what conditions of supply and demand are experts likely to give us good advice When is expert failure more likely Do entrepreneurs challenge existing expertise Are they experts themselves This title brings a heterogeneous collection of thinkers some Austrian and to engage the problem of experts

**The End of Competitive Advantage** Rita Gunther McGrath, 2013-06-04 Argues that sustainable competitive advantage can no longer be the Holy Grail for companies due to a constantly changing environment and offers a new set of principles for winning in a volatile and uncertain marketplace

**Dual Transformation** Scott D. Anthony, Clark G. Gilbert, Mark W. Johnson, 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

**Columbia Business School** Brian Thomas, 2016-11-22 Featuring interviews with topflight scholars discussing their work and that of their colleagues this retrospective of the first hundred years of Columbia Business School recounts the role of the preeminent institution in transforming education industry and global society From its early years as the birthplace of value investing to its seminal influence on Warren Buffett and Benjamin Graham the school has been a profound incubator of ideas and talent determining the direction of American business In ten chapters each representing a single subject of the school s research senior faculty members recount the collaborative efforts and innovative approaches that led to revolutionary business methods in fields like finance economics and accounting They describe the pioneering work that helped create new quantitative and stochastic tools to enhance corporate decision making and they revisit the groundbreaking twentieth century marketing and management paradigms that continue to affect the fundamentals of global business The volume profiles several prominent centers and programs that have helped the school adapt to recent advancements in international business entrepreneurship and social enterprise Columbia Business School has long offered its diverse students access to the best leaders and thinkers in the industry This book not only reflects on these relationships but also imagines what might be accomplished in the next hundred years

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