[Book] Exponential Organizations

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Exponential Organizations-Salim Ismail 2014-10-14 Frost & Sullivan's 2014 Growth, Innovation, and Leadership Book of the Year "EXPONENTIAL ORGANIZATIONS should be required reading for anyone interested in the ways exponential technologies are reinventing best practices in business." —Ray Kurzweil, Director of Engineering at Google In business, performance is key. In performance, how you organize can be key to growth. In the past five years, the business world has seen the birth of a new breed of company—the Exponential Organization—that has revolutionized how a company can accelerate its growth by using technology. An ExO can eliminate the incremental, linear way traditional companies get bigger, leveraging assets like community, big data, algorithms, and new technology into achieving performance benchmarks ten times better than its peers. Three luminaries of the business world—Salim Ismail, Yuri van Geest, and Mike Malone—have researched this phenomenon and documented ten characteristics of Exponential Organizations. Here, in EXPONENTIAL ORGANIZATIONS, they walk the reader through how any company, from a startup to a multi-national, can become an ExO, streamline its performance, and grow to the next level. "EXPONENTIAL ORGANIZATIONS is the most pivotal book in its class. Salim examines the future of organizations and offers readers his insights on the concept of Exponential Organizations, because he himself embodies the strategy, structure, culture, processes, and systems of this new breed of company." —John Hagel, The Center for the Edge Chosen by Benjamin Netanyahu, Prime Minister of Israel, to be one of Bloomberg's Best Books of 2015

Exponential Organizations: Why New Organizations Are Ten Times Better, Faster, and Cheaper Than Yours (and What to Do about It)-Salim Ismail 2014-10-14 Exponential Organizations already being hailed as the must-read" book of the year by tech industry insiders delivers groundbreaking analysis and insight, as well as how-to advice for companies of any size. It is poised to become this year s Lean Startup, a big business book about innovation.

Predictable Success-Les McKeown 2010 Presents advice on ways to inspire confidence in management and achieve lasting success in an organization.

Exponential Transformation-Salim Ismail 2019-06-05 A practical handbook for using Exponential Organization to transform your organization—and disrupt your industry—in 10 weeks Today's top business challenge is adapting to accelerating technological and global change. In his bestselling book Exponential Organizations, author Salim Ismail described a new type of organization that thrives amidst industry disruption. Since then, he has helped organizations disrupt their own industries—by applying Exponential Organization (ExO) principles. From this work emerged the 10-week transformation process explained in this book, called the ExO Sprint. Exponential Transformation is the detailed implementation handbook for becoming an Exponential Organization. The book enables organizations to speed up their transformation and overcome the obstacles to success. Lead a 10-week ExO Sprint Evolve in order to navigate industry disruption Become an Exponential Organization Block the immune-system response of organizations during transformation Companies such as Visa, Procter & Gamble, HP, and Black & Decker have already benefited from ExO process. Exponential Transformation is a must-have resource for participants of any ExO Sprint, as well as those seeking to apply Exponential principles in their organization.

Bold-Peter H. Diamandis 2016-02-23 Bold is a radical how-to guide for using exponential technologies, moonshot thinking, and crowd-powered tools to create extraordinary wealth while also positively impacting the lives of billions. A follow-up to the authors' Abundance (2012).

Transforming Legacy Organizations-Kris Østergaard 2019-06-03 Expert guidance on how to grow innovation and optimize already-successful areas of established organizations Transforming Legacy Organizations provides real-world advice and research-based information on how to grow innovation by employing new technologies, improving processes, and establishing a culture of creativity and forward momentum. Conventional business wisdom views innovation as the biggest advantage startups have over large, established organizations, often referred to as legacy organizations. This belief is false, especially when considering that 70% of all startups fail within 20 months of their first venture round. The truth is innovation initiatives of legacy organizations have far better chances of succeeding. Organizations with superior resources—money, customers, suppliers, data, employees, infrastructure—can overcome challenges from new entrepreneurial ventures: knowing how to leverage their underutilized advantage is key for achieving sustained, long-term innovation success. Author Kris Øestergaard has been teaching established organizations around the world for over 15 years. Transforming Legacy Organizations illustrates how to best pursue innovation to create future success. This book helps leaders to: Incorporate proven strategies and research-based information into your organization's overall innovation initiatives Use new technologies to improve processes and increase innovation Learn to capitalize on your organization's existing resources to beat startups at their own game Transform innovative concepts into specific products, services, and business models Reinvent your organization to overcome disruptions in the market and challenges from new competitors Transforming Legacy Organizations: Turn your Established Business into an Innovation Champion to Win the Future is a valuable resource for leaders of established companies such as C-Suite executives, senior managers, and heads of business development, innovation, and digital teams.

The Future Arrived Yesterday-Michael Malone 2009-05-05 A bold vision about the ways companies will adapt and be reborn in a revolutionary world where business models implode and the search is on for what will work. . . . The fate of newspapers and the music industry is a harbinger of what awaits every company: an aging business model in its death throes as people finally wake up to the grim fact that their products and the way they deliver them are completely out of sync not only with what customers want but how they want it. But Michael Malone-the author who, when the Internet was still the domain of technical experts, enabled his readers to see clearly the opportunities of the then-emerging digital age-is back and once again making sense of a future just around the corner. Business considerations such as the wireless World Wide Web, billions of new consumers, and an entrepreneurial ethos are all converging. How a corporation is organized and how people will be managed and employed will change more quickly than anyone realizes. With technology poised to connect a billion new consumers from the most remote parts of the globe, corporations will enter a volatile economic era marked by unprecedented threats and opportunities. Survival will require companies to be "protean"-nimble shape-shifters able to change direction and identity in response to a rapidly evolving international marketplace. They must, in other words, act like perpetual entrepreneurial start-ups. In our Web 2.0 world "the future arrived yesterday," since the tools for success already exist and are the means for companies becoming protean. Malone provides remarkable insights into how this emerging corporate form will work and why it's the key to competitiveness. Find out: • Why the traditional CEO as master of the universe will be extinct. The CEO will be a chameleon, adapting management style and attitude to each company's constituency. • How to identify a core group of employees who will provide stability through their knowledge of the company's history, values, and culture. • How to effectively recruit, manage, and retain the best talent in an increasingly nontraditional, entrepreneurial, and peripatetic workforce. • Who stakeholders are, why they matter, and how they will extend beyond any comparable business organization to this point. • Why the rigid boundaries between for-profit and nonprofit ventures are likely to dissolve through alternate forms of value creation, resulting in hybrid enterprises. By embracing impermanence and becoming true shape-shifters, protean businesses will not only endure, they'll come to dominate large segments of the global economy. Provocative and pragmatic, The Future Arrived Yesterday is a dynamic blueprint for a tumultuous economic age. From the Hardcover edition.

Why Digital Transformations Fail-Tony Saldanha 2019-07-23 Former Procter & Gamble Vice President for IT and Shared Services, Tony Saldanha gives you the keys to a successful digital transformation: a proven five-stage model and a disciplined process for executing it. Digital transformation is more important than ever now that we're in the Fourth Industrial Revolution, where the lines between the physical, digital, and biological worlds are becoming ever more blurred. But fully 70 percent of digital transformations fail. Why? Tony Saldanha, a globally awarded industry thought-leader who led operations around the world and major digital changes at Procter & Gamble, discovered it's not due to innovation or technological problems. Rather, the devil is in the details: a lack of clear goals and a disciplined process for achieving them. In this book, Saldanha lays out a five-stage process for moving from digitally automating processes here and there to making digital technology the very backbone of your company. For each of these five stages, Saldanha describes two associated disciplines vital to the success of that stage and a checklist of questions to keep you on track. You want to disrupt before you are disrupted—be the next Netflix, not the next Blockbuster. Using dozens of case studies and his own considerable experience, Saldanha shows how digital transformation can be made routinely successful, and instead of representing an existential threat, it will become the opportunity of a lifetime.

Bill & Dave-Michael Shawn Malone 2007 A history of Hewlett-Packard chronicles the efforts of its Stanford graduate founders to build their first product in a small California garage through its rise to a legendary Silicon Valley company, in an account that credits the company's objectives, employee trust, and firm self-appraisals with enabling its successes.

Transparency Wave-Paul A. Pagnato 2020-04-14

Disrupt-It-Yourself-Simone Bhan Ahuja 2019-01-29 Discover eight dynamic principles to help innovation flourish from within. The shelf life of well-established companies keeps shrinking as new entrants replace old ones in rapid succession. Even brands that seemed invincible only a few years ago are in danger of being disrupted by fast-moving startups. In this unprecedented environment, how can any business stay ahead of the market? Companies can no longer assume innovation will "just happen"—it must be needed, grown, and successfully harvested. They must disrupt themselves. In Disrupt-It-Yourself, bestselling author and innovation expert Simone Ahuja guides readers through the DIY (Disrupt-It-Yourself) system that will sustain innovation and retain DIYers, the employees—or intrapreneurs—most committed to solving the problems of the future, even if it means working beyond "business as usual." Based on her experience working with Fortune 500 companies and innovators around the world, Ahuja identifies the intrapreneurial archetype and presents eight new principles to foster a DIY mindset and action plan. In a clear, concise style with expert advice and real-world examples, this book provides a new lens to help companies become faster and more fluid, offers easy options to tailor the system to each company's unique circumstances, and presents strategic lessons—from Keep It Frugal to Make It Permission-less—that open up the full spectrum of innovation and make it sustainable. Using the DIY approach, organizations can build their ability to innovate and create an approach for growth that harnesses the creativity and knowledge of employees at every level.

Abundance-Peter H. Diamandis 2014-09-23 The authors document how four forces--exponential technologies, the DIY innovator, the Technophilanthropist, and the Rising Billion--are conspiring to solve our biggest problems. "Abundance" establishes hard targets for change and lays out a strategic roadmap for governments, industry and entrepreneurs, giving us plenty of reason for optimism.

The 2020 Workplace-Jeanne C. Meister 2010-05-11 From well-respected human resources and corporate training experts Jeanne C. Meister and Karie Willyerd, a must-read guide to the innovative strategies that the best companies are using to create a workplace that the best talent chooses—both today and in 2020. In The 2020 Workplace, Meister and Willyerd offer a battle plan to start winning tomorrow's employees today.

Exponential Transformation-Salim Ismail 2018-10-30 Today's top business challenge is adapting to accelerating technological change. We are in the early stages of the Fourth Industrial Revolution, characterized by the convergence of new exponentially advancing technologies that blur the lines between physical, digital and biological realms. The results are a complete uprooting of industries the world over as entire production, management, and governance systems are impacted. The best-selling book Exponential Organizations by Salim Ismail explained why we are seeing the emergence of a new kind of organization—the Exponential Organization—that thrives in the face of industry disruption and achieves its own exponential growth. Since the release of Exponential Organizations in 2014, Salim Ismail, Francisco Palao, and Michelle Lapierre have been working with leading organizations around the world (including Procter & Gamble, Unilever, Visa, Stanley Black & Decker and Hewlett Packard) to help them apply Exponential Organization principles to avoid being disrupted and to take the lead in disrupting their own and other industries. The result is a ten-week process called the ExO Sprint that speeds up transformation while blocking the natural immune system response that organizations must overcome in order to successfully transform themselves. Salim's first bestseller was focused on why Exponential Organizations exist today. Exponential Transformation is a detailed handbook for applying Exponential Organization principles, giving individuals and organizations a step-by-step approach to follow to become their own ExO.

Corporate Rebels-Joost Minnaar 2020-02-13 Joost and Pim, known as the Corporate Rebels, are on a mission to make work more fun. They quit frustrating corporate jobs to visit the world's most inspiring companies. Now, after visiting 100+ pioneering organisations and interviewing 1000+ academics, employees, and CEOs, they share eight lessons from the world's most progressive workplaces.

Exponential Transformation-Salim Ismail 2019-05-20 A practical handbook for using Exponential Organization to transform your organization—and disrupt your industry—in 10 weeks Today's top business challenge is adapting to accelerating technological and global change. In his bestselling book Exponential Organizations, author Salim Ismail described a new type of organization that thrives amidst industry disruption. Since then, he has helped organizations disrupt their own industries—by applying Exponential Organization (ExO) principles. From this work emerged the 10-week transformation process explained in this book, called the ExO Sprint. Exponential Transformation is the detailed implementation handbook for becoming an Exponential Organization. The book enables organizations to speed up their transformation and overcome the obstacles to success. Lead a 10-week ExO Sprint Evolve in order to navigate industry disruption Become an Exponential Organization Block the immune-system response of organizations during transformation Companies such as Visa, Procter & Gamble, HP, and Black & Decker have already benefited from ExO process. Exponential Transformation is a must-have resource for participants of any ExO Sprint, as well as those seeking to apply Exponential principles in their organization.

The Upside of Digital Devices-Nicole Dreiske 2018-05 Trying to police and protect a child from screen time is unquestionably one of the most confusing and frustrating responsibilities of good parenting. It's a tough job being a 'media monitor' all the time. Technology is at the center of everything we do—TVs, smart phones, computers, and tablets are no longer luxuries, they are necessities for navigating life today. But technology can also be detrimental to growing minds, and parents must master the necessary skills to help their children not only survive in this digital world, but to actually thrive. Kids love smart phones, tablets, computers, TVs, anything that gives them screen time. They come by their dependence honestly—they learn it from us, the 'adults.' We've become a culture of screen addicts, and that's especially challenging for parents. But the solution is not found in constantly policing the time kids are glued to a screen or in protecting what they are being exposed to; it's found in how they are engaging and interacting with that screen. Nicole Dreiske, founder and director of the International Children's Media Center, is one of the most respected pioneers in the understanding and cultivation of new techniques for transforming the way kids view, use and engage in electronic screens. In The Upside of Digital Devices, recipient of The National Parenting Center's Seal of Approval, she provides parents with simple, practical instructions as well as a variety of effective tools for creating meaningful moments and critical thinking skills that can mark a turning point in their children's lives and futures.

Inbound Organization-Dan Tyre 2018-04-24 Use inbound principles to build and strengthen your company's future We're in a major shift in a fundamental aspect of how businesses grow, how buyers purchase, and how businesses build meaningful conversations and customer relationships. Companies who align their mission, strategies, action plans, and tools with the way buyers think, learn, discover, and purchase will have a huge competitive advantage. Organizations need to adjust their mindset and build a strategic foundation to deal with these facts and not just update a business plan. Inbound Organization shows leaders how to build their company's future around inbound principles and strengthen the structural foundations necessary to deal with the changes in buyer behavior. It explains how and why Inbound ideas and how to create a remarkable customer experience belong in the boardrooms and on the desks of founders, entrepreneurs, business leaders, and anyone who has a responsibility to lead their organizations into the future. • Discover the foundation of inbound principles • Learn how to put ideas into practice today • Read about organizations that successfully apply the principles of Inbound • Keep your business on course to succeed amidst buyer changes Stay ahead of the curve and learn how to use Inbound principles to ensure you're always ahead of the curve.

The Anticipatory Organization-Daniel Burrus 2017-10-10 Technology-driven change is accelerating at an exponential rate, but moving fast in the wrong direction will only get you into trouble faster! Reacting to problems and digital disruptions, no matter how agile you and your organization are, is no longer good enough. The Anticipatory Organization teaches you how to separate the Hard Trends that will happen, from the Soft Trends that might happen, allowing you to jump ahead with low risk and the confidence certainty can provide. Accelerate innovation and actively shape the future—before someone else does it for you! Digital transformation has divided us all into two camps: the disruptor and the disrupted. The Anticipatory Organization gives you the tools you need to see disruption before it happens, allowing you to turn change into opportunity. In The Anticipatory Organization, Burrus shows us that the future is far more certain than we realize, and finding certainty in an uncertain world provides a big advantage for those who know how and where to look for it. Inspired by the dramatic results that organizations are experiencing from his award-winning learning system, The Anticipatory Organization offers a comprehensive way to identify game-changing opportunities. Using the principles of this proven model, you will learn how to elevate planning, accelerate innovation, and transform results by pinpointing and acting upon enormous opportunities waiting to be discovered. Readers will learn how to: • Separate the Hard Trends that will happen from the Soft Trends that might happen • Anticipate disruptions, problems, and game-changing opportunities • Identify and pre-solve predictable problems • Accelerate innovation (both everyday innovation and exponential innovation) • Pinpoint and act upon enormous untapped opportunities • Skip problems and barriers to succeed faster

The Oxford Handbook of Creativity, Innovation, and Entrepreneurship-Christina Ellen Shalley 2015 Creativity can be viewed as the first stage of the overall innovation process, an important dimension of the entrepreneurship and new venture creation processes, and as such, it is considered to be a cornerstone of organizational competitiveness in this global, knowledge-based economy. Research on creativity has increasingly become multilevel, with most work conducted at the individual or team level of analysis. At the same time, there is a large body of research being conducted at the organizational level of analysis on innovation, and there has been a significant amount of entrepreneurship research at the individual level, with an increasing focus on organizational entrepreneurship. However, these three research streams have developed independently, and there has been very little knowledge transfer between the three areas. Because entrepreneurship is often said to be a process that is required to convert innovation into business ventures that will deliver benefits to stakeholders, it is typically driven by an individual or small group of individuals. Creativity research, innovation research, and entrepreneurship research have the potential to inform each other, enriching our knowledge of each area, particularly with regard to the cognitive processes and behaviors that are most effective. This Handbook includes contributions from the leading scholars in these three research areas, who integrate contemporary research findings on organizational creativity, innovation, and entrepreneurship and provide fruitful new research directions.

The Ultimate Sales Machine-Chet Holmes 2007-06-21 Chet Holmes has been called "one of the top 20 change experts in the country." He helps his clients blow away both the competition and their own expectations. And his advice starts with one simple concept: focus! Instead of trying to master four thousand strategies to improve your business, zero in on the few essential skill areas that make the big difference. Too many managers jump at every new trend, but don't stick with any of them. Instead, says Holmes, focus on twelve critical areas of improvement—one at a time—and practice them over and over with pigheaded discipline. The Ultimate Sales Machine shows you how to tune up and soup up virtually every part of your business by spending just an hour per week on each impact area you want to improve. Like a tennis player who hits nothing but backhands for a few hours a week to perfect his game, you can systematically improve each key area. Holmes offers proven strategies for: Management: Teach your people how to work smarter, not harder Marketing: Get more bang from your Web site, advertising, trade shows, and public relations Sales: Perfect every sales interaction by working on sales, not just in sales The Ultimate Sales Machine will put you and your company on a path to success and help you stay there!

The Upstarts-Brad Stone 2017-01-31 ONE OF AMAZON'S BEST BOOKS OF 2017 A look deep inside the new Silicon Valley, from the New York Times bestselling author of The Everything Store Ten years ago, the idea of getting into a stranger's car, or a walking into a stranger's home, would have seemed bizarre and dangerous, but today it's as common as ordering a book online. Uber and Airbnb have ushered in a new era: redefining neighborhoods, challenging the way governments regulate business, and changing the way we travel. In the spirit of iconic Silicon Valley renegades like Steve Jobs and Bill Gates, another generation of entrepreneurs is using technology to upend convention and disrupt entire industries. These are the upstarts, idiosyncratic founders with limitless drive and an abundance of self-confidence. Led by such visionaries as Travis Kalanick of Uber and Brian Chesky of Airbnb, they are rewriting the rules of business and often sidestepping serious ethical and legal obstacles in the process. The Upstarts is the definitive story of two new titans of business and a dawning age of tenacity, conflict and wealth. In Brad Stone's riveting account of the most radical companies of the new Silicon Valley, we discover how it all happened and what it took to change the world.

Reinventing the Organization-Arthur Yeung 2019-09-24 Your Company Isn't Fast Enough. Here's How to Change That. The traditional hierarchical organization is dead, but what replaces it? Numerous new models—the agile organization, the networked organization, and holacracy, to name a few—have emerged, but leaders need to know what really works. How do you build an organization that is responsive to fast-changing markets? What kind of organization delivers both speed and scale, and how do you lead it? Arthur Yeung and Dave Ulrich provide leaders with a much-needed blueprint for reinventing the organization. Based on their in-depth research at leading Chinese, US, and European firms such as Alibaba, Amazon, DiDi, Facebook, Google, Huawei, Supercell, and Tencent, and drawing from their synthesis of the latest organization research and practice, Yeung and Ulrich explain how to build a new kind of organization (a "market-oriented ecosystem") that responds to changing market opportunities with speed and scale. While other books address individual pieces of the puzzle, Reinventing the Organization offers a practical, integrated, six-step framework and looks at all the decisions leaders need to make—choosing the right strategies, capabilities, structure, culture, management tools, and leadership—to deliver radically greater value in fast-moving markets. For any leader eager to build a stronger, more responsive organization and for all those in HR, organizational development, and consulting who will shape and deliver it, this book provides a much-needed roadmap for reinvention.

The Six Secrets of Change-Michael Fullan 2011-11-29 From bestselling author Michael Fullan, wisdom for thriving in today's complex environment Successful organizations adjust quickly and intelligently to shifts in consumer tastes, political climate, and economic opportunity. How do they do it? The Six Secrets of Change explores essential lessons for business and public sector leaders for thriving in today's complex environment. Fullan draws on his acclaimed work in bringing about large-scale and substantial change in education reform in both public schools systems and universities, as well as engaging in major change initiatives internationally. This book is filled with lessons that are insightful, actionable, and concisely communicable. "Fullan has an uncanny ability to produce what is needed at the time it is needed. The six secrets are based in theory, grounded in practice, powerful in their relationship to each other, and described in ways that enable deep understanding. It is a refreshing change from the surface lists of leadership and change ideas that all too often permeate education and business literature." —Vicki Phillips, director of education, Bill & Melinda Gates Foundation Includes so-called leadership "secrets" that are decoded to be accessible and useful Offers illustrative examples from a variety of businesses, health organizations, and public education systems Lays out the six factors to organizational success: collegiality, long-range plans allow for the unknown, nurture relationships, learning is the work, transparency rules, and systems learn Michael Fullan is the author of the acclaimed best-seller Leading in a Culture of Change Fullan convinces us that a leader who attends to all six key factors will have an organization that is constantly learning, growing, and thriving.

Exponential Growth-Mike Mastroyiannis 2018-08-29 This book takes its inspiration from the potential that the Xponential 21st Century offers to any company or individual that wants to grow their business faster. Namely, it is applicable for: 1. Established companies that need to make a shift from past business practices and successfully embrace innovation, Xponential growth and in general, the potential of the 21st Century;2. Start-ups that are struggling to scale their business and need inspiration and strategy to scale faster;3. Anyone who is interested about how to grow a business faster or create Xponential Growth is full of inspiring, real world examples of what is changing in the 21st Century; how leaders have disrupted industries or created totally new markets and/or expanded boundaries of industries. Xponential Growth guides you step-by-step to create Xponential growth for your company. What you will learn:* WHY we live in times of Xponential growth;* WHAT is the mindset of growth & abundance and WHY it is possible to achieve improvement and/or growth of 10X or more instead of just 10% or 30%;* HOW to leverage technologies that are already growing Xponentially to create Xponentially-growing businesses or become Xponentially more efficient; * HOW to design digital business models enabling Xponential growth; * HOW to find and implement new pathways of growth, resulting in Xponential growth.After a 30-year career in innovation and leadership roles with multinational corporations and start-ups in various stages (founding, incubating and scaling), the subject of growth has always been part of my life. The book explains why and what is happening in innovation in the 21st Century, how to analyse existing businesses, which innovation approaches to use, how to find pathways/options to grow and finally decide which pathways to use and how to execute them to create exponential growth. A lot of times, asking the right questions is essential for success, and this book has a wealth of questions to support growth. It includes a lot of examples to understand the "how-to", and it follows a step-by-step approach to apply it to your business! Wishing you a lot of success in your journey with innovation and Xponential growth.

The Product-Led Organization-Todd Olson 2020-08-21 A playbook on product-led strategy for software product teams There's a common strategy used by the fastest growing and most successful businesses of our time. These companies are building their entire customer experience around their digital products, delivering software that is simple, intuitive and delightful, and that anticipates and exceeds the evolving needs of users. Product-led organizations make their products the vehicle for acquiring and retaining customers, driving growth, and influencing organizational priorities. They represent the future of business in a digital-first world. This book is meant to help you transform your company into a product-led organization, helping to drive growth for your business and advance your own career. It provides: A holistic view of the quantitative and qualitative insights teams need to make better decisions and shape better product experiences. A guide to setting goals for product success and measuring progress toward meeting them. A playbook for incorporating sales and marketing activities, service and support, as well as onboarding and education into the product Strategies for soliciting, organizing and prioritizing feedback from customers and other stakeholders; and how to use those inputs to create an effective product roadmap The Product-Led Organization: Drive Growth By Putting Product at the Center of Your Customer Experience was written by the co-founder and CEO of Pendo—a SaaS company and innovator in building software for digital product teams. The book reflects the author's passion and dedication for sharing what it takes to build great products.

The Psychology of Silicon Valley-Katy Cook 2019-01-01

The Future Is Faster Than You Think-Peter H. Diamandis 2020-01-28 From the New York Times bestselling authors of Abundance and Bold comes a practical playbook for technological convergence in our modern era. In their book Abundance, bestselling authors and futurists Peter Diamandis and Steven Kotler tackled grand global challenges, such as poverty, hunger, and energy. Then, in Bold, they chronicled the use of exponential technologies that allowed the emergence of powerful new entrepreneurs. Now the bestselling authors are back with The Future Is Faster Than You Think, a blueprint for how our world will change in response to the next ten years of rapid technological disruption. Technology is accelerating far more quickly than anyone could have imagined. During the next decade, we will experience more upheaval and create more wealth than we have in the past hundred years. In this gripping and insightful roadmap to our near future, Diamandis and Kotler investigate how wave after wave of exponentially accelerating technologies will impact both our daily lives and society as a whole. What happens as AI, robotics, virtual reality, digital biology, and sensors crash into 3D printing, blockchain, and global gigabit networks? How will these convergences transform today's legacy industries? What will happen to the way we raise our kids, govern our nations, and care for our planet? Diamandis, a space-entrepreneur-turned-innovation-pioneer, and Kotler, bestselling author of The Rise of Superman, peer decades into the future and reinvent every part of our lives—transportation, retail, advertising, education, health, entertainment, food, and finance—taking humanity into uncharted territories and reimagining the world as we know it. As indispensable as it is gripping, The Future Is Faster Than You Think provides a prescient look at our impending future.

Human + Machine-Paul R. Daugherty 2018-03-20 AI is radically transforming business. Are you ready? Look around you. Artificial intelligence is no longer just a futuristic notion. It's here right now—in software that senses what we need, supply chains that "think" in real time, and robots that respond to changes in their environment. Twenty-first-century pioneer companies are already using AI to innovate and grow fast. The bottom line is this: Businesses that understand how to harness AI can surge ahead. Those that neglect it will fall behind. Which side are you on? In Human + Machine, Accenture leaders Paul R. Daugherty and H. James (Jim) Wilson show that the essence of the AI paradigm shift is the transformation of all business processes within an organization—whether related to breakthrough innovation, everyday customer service, or personal productivity habits. As humans and smart machines collaborate ever more closely, work processes become more fluid and adaptive, enabling companies to change them on the fly—or to completely reimagine them. AI is changing all the rules of how companies operate. Based on the authors' experience and research with 1,500 organizations, the book reveals how companies are using the new rules of AI to leap ahead on innovation and profitability, as well as what you can do to manage this shift in your own company. Human + Machine provides the missing and much-needed management playbook for success in our new age of AI. BOOK PROCEEDS FOR THE AI GENERATION The authors' goal in publishing Human + Machine is to help executives, workers, students and others navigate the changes that AI is making to business and the economy. They believe AI will bring innovations that truly improve the way the world works and lives. However, AI will cause disruption, and many people will need education, training and support to prepare for the newly created jobs. To support this need, the authors are donating the royalties received from the sale of this book to fund education and retraining programs focused on developing fusion skills for the age of artificial intelligence

Buyer Personas-Adele Revella 2015-02-24 Named one of Fortune Magazine's "5 Best Business Books" in 2015 See your offering through the buyer's eyes for more effective marketing Buyer Personas is the marketer's actionable guide to learning what your buyer wants and how they make decisions. Written by the world's leading authority on buyer personas, this book provides comprehensive coverage of a compelling new way to conduct buyer studies, plus practical advice on adopting the buyer persona approach to measurably improve marketing outcomes. Readers will learn how to segment their customer base, investigate each customer type, and apply a radically more relevant process of message selection, content creation, and distribution through the channels that earn the buyers' trust. Rather than relying on generic data or guesswork to determine what the buyer wants, the buyer persona approach allows companies to ask the buyer directly and obtain more precise and actionable guidance. Buyer personas are composite pictures of the people who buy solutions, services or products, crafted through a unique type of interview with the people the marketer wants to influence. This book provides step-by-step guidance toward implementing the buyer persona approach, with the advice of an internationally-respected expert. Learn who buys what, and why Understand your buyer's goals and how you can address them Tailor your marketing activities to your buyer's expectations See the purchase through the customer's eyes A recent survey industry survey reports that 52 percent of their marketers have buyer personas, and another 28 percent expect to add them within the next two years – but only 14.6 percent know how to use them. To avoid letting such a valuable tool go to waste, access the expert perspective in Buyer Personas, and craft a more relevant marketing strategy.

What Customers Want: Using Outcome-Driven Innovation to Create Breakthrough Products and Services-Anthony Ulwick 2005-09-06 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.

Who Not How-Dan Sullivan 2020 Make a mindset shift that will open the door to explosive growth and limitless possibility in your business and your life - just by asking the right question. 'Who can do this for me?' 'Who is the best in the world at this already?' 'Who knows how to solve this?' This is the way entrepreneurs like Dan Sullivan, one of the world's leading coaches, build highly successful businesses and get extraordinary results. And it's the essential mindset change you'll make in this practical, paradigm-shifting book. Learn how to: - get far more done while working far less - measurably increase your confidence and capability every 90 days - so you can imagine and create bigger goals - create genuine excitement and emotional commitment in the people who will help you achieve those goals - bypass societal norms like scarcity and the decline of ageing - expand your abundance of wealth, innovation, relationships and joy 'Making this shift involves retraining your brain to stop limiting your potential based on what you solely can do,' Dan writes. 'Instead, you see endless connection between yourself and other people, and the limitless transformation possible through those connections.'

Speak with Impact-Allison Shapira 2018-10-16 Your voice matters, especially as a leader. Every day, you have an opportunity to use your voice to have a positive impact--at work or in your community. You can inspire and persuade your audience--or you can distract and put them to sleep. Nervous, rambling robotic--these presentation styles can ruin a talk on even the most critical topics. And with each weak performance, career prospects dim. To get ahead and make an impact, you need to deliver well-crafted messages with confidence and authenticity. You must sound as capable as you are. Public speaking is a skill, not a talent. With the right guidance, anyone can be a powerful speaker. Learn to conquer fear, capture attention, motivate action, and take charge of your career with Speak with Impact. Written by an opera singer turned CEO, speaker, and executive communication coach, the book unravels the mysteries of communicating in any setting, professional or personal. Whether it's speaking up at a meeting, presenting to clients, or talking to large groups, the book's easy-to-use frameworks, examples, and exercises help you Kickstart the creative process Compose a clear and concise message Engage your audience through storytelling and humor Banish filler words and uptalk Strengthen and project your voice Use breathing techniques to overcome stage fright Use effective body language Build your executive presence Deliver presentations with confidence and authenticity When you know what to say and how to say it, despite life's challenges, you'll speak with impact.

The Price of Tomorrow-Jeff Booth 2020-01-14 We live in an extraordinary time. In a world that moves faster than we can imagine, we cannot afford to stand still. In this extraordinary contrarian book Jeff Booth details the technological and economic realities shaping our present and our future, and the choices we face as we go forward-a potentially alarming, but deeply hopeful situation.

Foresight in Organizations-Patrick van der Duin 2016-01-13 Foresight for Organizations will acquaint the reader with various foresight methods and tools, to show the reader how these methods are used, what the pitfalls are and how the methods relate to each other. This innovative volume offers the reader the ability to carry out a study of the future by him- or herself and apply the results in a decision-making strategy process. The author addresses the following methods: scenario, trend analysis, the Delphi method, quantitative trend extrapolation, technology assessment, backcasting and roadmapping; the most relevant and popular methods that also cover the range of approaches from predictive, via normative to explorative. Every chapter also contains references to additional literature about the methods being discussed. This book is essential reading for researchers, academics and students in the areas of Community Development, Sociology of organizations, Change management, Social entrepreneurship, Sustainable development and participative planning.

India Grows At Night-Gurcharan Das 2013-07-15 Indians wryly admit that 'India grows at night'. But that is only half the saying, the full expression is: 'India grows at night... when the government sleeps', suggesting that the nation may be rising despite the state. India's is a tale of private success and public failure. Prosperity is, indeed, spreading across the country even as governance failure pervades public life. But how could a nation become one of the world's fastest-growing economies when it's governed by a weak, ineffective state? And wouldn't it be wonderful if India also grew during the day—in other words, if public policy supported private enterprise? What India needs, Gurcharan Das says, is a strong liberal state. Such a state would have the authority to take quick, decisive action, it would have the rule of law to ensure those actions are legitimate and finally, it would be accountable to the people. But achieving this will not be easy, says Das, because India has historically had a weak state and a strong society. About the Author Gurcharan Das is a well known author, commentator and public intellectual. He is the author of the much acclaimed The Difficulty of Being Good, and the international bestseller India Unbound, which has been translated into many languages and filmed by the BBC. His other works include the novel, A Fine Family, a book of essays, The Elephant Paradigm, and an anthology, Three Plays, consisting of Larins Sahib, Mira and 9 Jakhoo Hill. Gurcharan Das writes a regular column for a number of Indian newspapers including the Times of India and occasional guest columns for Newsweek, Wall Street Journal and Foreign Affairs. Gurcharan Das graduated from Harvard University and was CEO of Procter and Gamble India before he took early retirement to become a full time writer. He lives in Delhi.

Exponential Transformation-Salim Ismail 2018 A step-by-step guide for any organization that wants to stay ahead of industry disruption and leverage the opportunities presented by exponential technologies to achieve exponential growth, from globally-recognized technology strategist and bestselling author of Exponential Organizations

Ismail, and thought leaders Francisco Palao and Michelle Lapierre.

The Trick to Money is Having Some-Stuart Wilde 1995-03-07 "Money making is not a serious business. It is a game that you play. At first it may seem that it is a game that you play with forces outside yourself--the economies of the market place so to speak--but as you proceed you discover it is actually a game you play with yourself."--Stuart Wilde. Stuart Wilde's money book, his fifth work, deals with the E.S.P. of easy money and the art of being in the right place at the right time, with the right idea and the right attitude. Like his other highly successful books, this work is full of useful information. His breezy and comical style make for effortless reading, as you plot your path to complete financial freedom.

The Starfish and the Spirit-Lance Ford 2021-03-30 Leveraging the metaphor Ori popularized in his NYT best-selling book, The Starfish and the Spider, Ori Brafman shows why the distributed structures of starfish organizations are uniquely fit to the church. They can function without a rigid central authority, and their regenerative abilities make them nimbler in reacting to external forces. Seeding starfish networks inside todays churches will prepare the church of tomorrow to be agile while still maintaining the necessary accountability to be effective. Rather than advocating the adoption of a starfish structure in place of the hierarchy of the spider, Brafman, along with pastors Lance Ford and Rob Wegner, emphasize the advantages of adapting the structure and order inherent in a spider organization toward a hybrid model--either a Spiderfish approach (leaning toward centralization) or a Starder approach (leaning toward decentralization). The Starfish and the Spirit is about creating a culture where church leaders view themselves as curators of a community on mission, not the source of certainty for every question and project. It is about creating a team of humble leaders "in the middle" of the church, not at the top--leaders who naturally reproduce multiple generations of leaders, from the middle out on mission. Imagine a church led by a team whose gifts and talents are completely unleashed, enabling everyone to show up and step up with all they really are. The joy and vigor coming from the collective strength, intelligence, and skill in the community of leaders not only brings greater potency but better yields for your ministry as well. What would it be like to see this kind of healthy leadership reproduced into the second, third, and fourth generation, on multiple strands?

Rocket Fuel-Gino Wickman 2015-04-28 You're a Visionary. That's the problem. You've already founded a successful business and have clear ideas for the future of your company. This has worked for you so far, but now business has stalled, and you've become overwhelmed, stuck, and frustrated. You may have a hunch that something or someone is missing – and you're right. A great Visionary is only half of the equation for launching a company toward success. A solid partnership is the key to helping your business soar, and you need someone else to play a crucial role in taking your business to its maximum level. Enter the Integrator. This is the Visionary's complement who has a talent for moving ideas forward: keeping varying tasks and schedules aligned, creating focus and accountability, and ensuring cohesion of people and processes. In other words, the Integrator takes a vision and executes it. From the author of the bestselling Traction, Rocket Fuel details the integral roles of the Visionary and Integrator and explains how an effective relationship between the two can thrive, and even offers advice to help Visionary-minded and Integrator-minded individuals find one another. Rocket Fuel also offers assessments so you're able to determine whether you're a Visionary or an Integrator so you can recognize your needs and then find the best partner to suit them. Without an Integrator, a Visionary is far less likely to succeed long-term ,and realize the company's ultimate goals—likewise, with no Visionary, an Integrator can't rise to his or her full potential. When these two people come together to share their natural talents and innate skill sets, they have the power to reach new heights for virtually any company or organization. Rocket Fuel is here. Time to ignite the booster for your next level. This explosive combination is the key to getting everything you want out of your business. It worked for Disney. It worked for McDonald's. It worked for Ford. It can work for you.

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