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



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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. **The**

Art of Change Jeff DeGraff, Stanley DeGraff, 2025-04-15 In a world of unprecedented disruption, mastering the art of change isn't just an advantage; it's essential for survival. Drawing from decades of work with global organizations, military commanders, and NASA leaders, Jeff and Stanley DeGraff reveal how true transformation emerges not from avoiding contradictions but from embracing them. This groundbreaking book, the third installment in their comprehensive innovation series, introduces a revolutionary framework for understanding and leveraging paradox. Through rich storytelling and battle-tested strategies, the DeGraffs unpack seven fundamental contradictions that define transformative growth. How do we achieve more by doing less? Why does certainty often lead to failure while embracing uncertainty paves the path to breakthrough? When does resistance become the catalyst for change? *The Art of Change* demonstrates how these seeming contradictions hold the key to profound transformation, both personally and professionally. This isn't just another business book; it's a practical philosophy for navigating complexity in dynamic environments. Whether you're leading a Fortune 500 company, steering a non-profit through turbulent times, or seeking personal growth, you'll discover a proven framework for turning obstacles into opportunities. Practical tools for making better decisions in ambiguous situations. Strategies for building resilience through embracing paradox. Methods for driving innovation by challenging conventional wisdom. Techniques for leading transformational change in any environment. *The Art of Change* completes a pioneering trilogy that establishes a comprehensive school of thought around innovation and transformation. Building on the foundations laid in their previous works, the DeGraffs provide their most sophisticated and nuanced exploration yet of how to drive meaningful change in complex systems. Don't just manage change; master it. Learn how to transform paradoxes into breakthroughs and turn uncertainty into your greatest advantage. *The Art of Change* is your essential guide to navigating the contradictions that

define our era and achieving lasting transformation in an increasingly fluid world *Leading for the Future* Joe Mutizwa, 2017-05-12 Leading for the Future is a wakeup call for leaders to escape from rear view mirror driving and to get out of the comfort zones of the present so that they can shape the future of their organizations which is their greatest responsibility A compelling account of the essence of navigating change and transformation **Managing Open Innovation in SMEs** Wim Vanhaverbeke, 2017-06 This book uses in depth case studies to provide a structured analysis of open innovation practices in small and medium sized enterprises **Key Strategy Tools** Vaughan Evans, 2020-08-24 Key Strategy Tools empowers managers with 88 strategic tools to help build sustainable competitive advantage and ensure long term success for your business Within the structure of a straight forward strategy process the Strategy Pyramid the book gives you classic strategy models such as Porter s Five Forces or Kim and Mauborgnes Blue Ocean Strategy as well as broader strategic techniques like rating your competitive position or making strategic investment decisions This edition introduces you to recent leading strategic thinking such as Markides Fast Second McGraths Discovery driven Growth Blank and Riess Lean Start ups and Martins Integrative Thinking The book describes each tool succinctly and guides you on how and when to apply them and when to be wary **Women In, and Beyond, Business Schools** Eric Cornuel, Nicola Kleyn, Howard Thomas, Matthew Wood, 2025-08-08 This important book in the EFMD series shines a light on women and sometimes the absence of them within business schools as well as their contributions and impact across multiple spheres within and beyond their schools Despite the clear rationale for promoting sustainable gender equity the experiences of women in business schools differs relative to male counterparts across geographies student populations faculty professional staff and leaders in business schools In this book contributions from leading business school thinkers provide deep insight on gender equity to determine what hinders and accelerates progress in creating gender diverse and inclusive schools Chapters both celebrate the progress of women in business schools and provide rich narratives that deepen insights into the lived experiences of women contributing both to and beyond business schools At the same time the volume serves as a sobering reminder business schools still have a long way to go before they can be used as exemplars in attracting diverse talents in all their forms and creating inclusive equitable environments that role model the ideals that we advocate for business and society The breadth and depth of contributions made by women as leaders scholars and practitioners serve as an inspiration and guide as to how business schools can become more gender equitable for business school deans and professors

Academy of Management Annual Meeting Academy of Management, 2010 *California Management Review* , 2010

CFO. , 2010 *CIO.* , 2010-04 The British National Bibliography Arthur James Wells, 2009 The End of Competitive Advantage Rita Gunther McGrath, 2013-05-14 Are you at risk of being trapped in an uncompetitive business Chances are the strategies that worked well for you even a few years ago no longer deliver the results you need Dramatic changes in business have unearthed a major gap between traditional approaches to strategy and the way the real world works now In short

strategy is stuck Most leaders are using frameworks that were designed for a different era of business and based on a single dominant idea that the purpose of strategy is to achieve a sustainable competitive advantage Once the premise on which all strategies were built this idea is increasingly irrelevant Now Columbia Business School professor and globally recognized strategy expert Rita Gunther McGrath argues that it s time to go beyond the very concept of sustainable competitive advantage Instead organizations need to forge a new path to winning capturing opportunities fast exploiting them decisively and moving on even before they are exhausted She shows how to do this with a new set of practices based on the notion of transient competitive advantage This book serves as a new playbook for strategy one based on updated assumptions about how the world works and shows how some of the world s most successful companies use this method to compete and win today Filled with compelling examples from growth outlier firms such as Fujifilm Cognizant Technology Solutions Infosys Yahoo Japan and Atmos Energy **The End of Competitive Advantage** is your guide to renewed success and profitable growth in an economy increasingly defined by transient advantage

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

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