

Innovation in Consulting - Exciting New Ways!



INNOVATION WEBINAR

14TH April 2020

How to Get Innovating Now:

JD

1. Our Innovation Baseline
2. The Major Trends Impacting Consulting
3. How Might We Get Started?
4. Resources You Can Use
5. Questions

1. Our Innovation Baseline

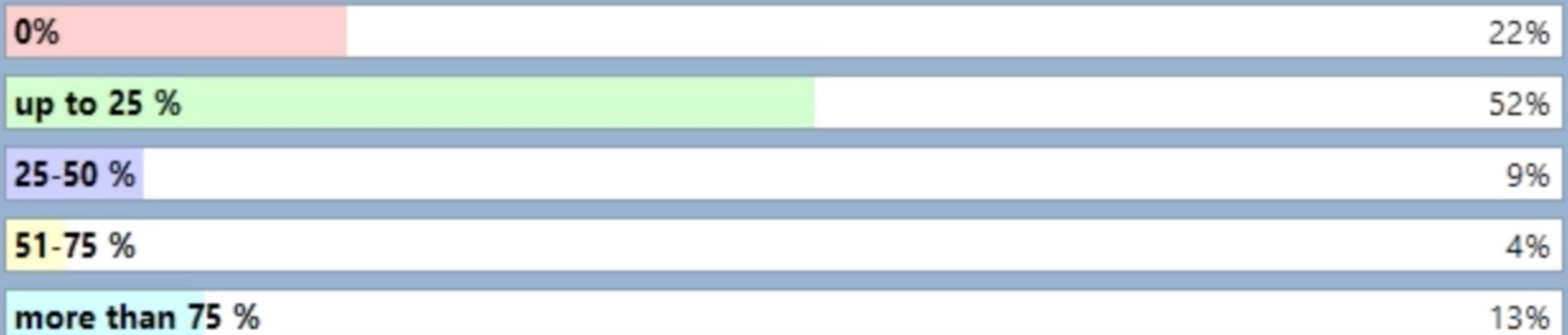


1. Our Innovation Baseline

JD

Poll 1. What percentage of your revenue comes from innovation related activities?

Poll Results (single answer required):

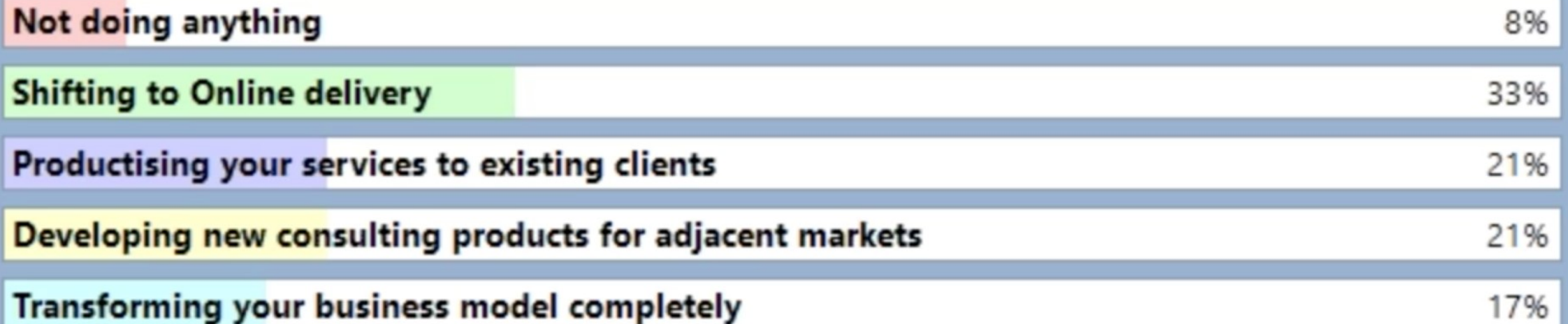


1. Our Innovation Baseline

JD

Poll 2. How are you innovating in your own practices?

Poll Results (single answer required):

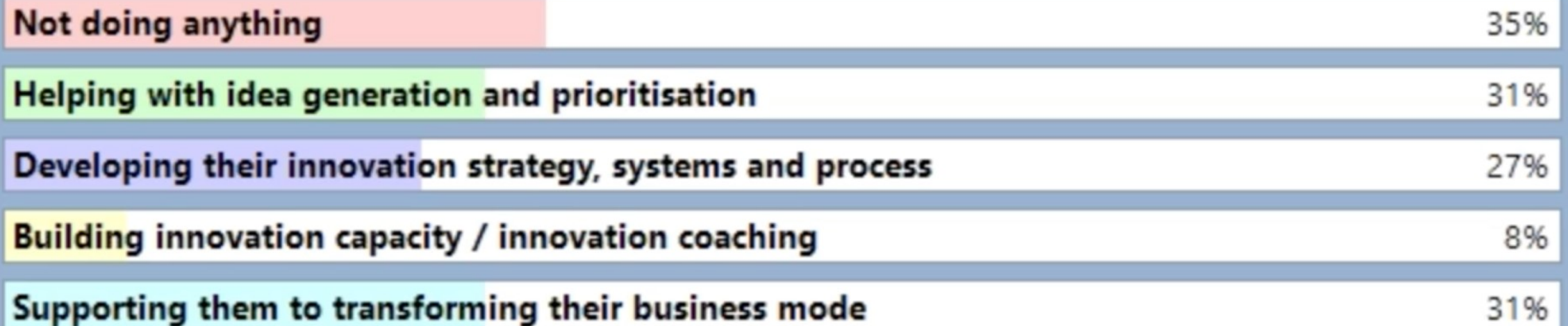


1. Our Innovation Baseline

JD

Poll 3. How are you facilitating innovation with your clients?

Poll Results (multiple answers allowed):



2. The Major Trends Impacting Consulting



2. Ranges of Innovations

Innovations driven by necessity

- ☛ Restaurant ... dining experience to the “take away” experience
- ☛ Café ... the coffee experience to the “produce” experience
- ☛ Consultants ... face to face meetings to “zoom” meetings

2. The Major Trends Impacting Consulting

- ☛ Importance of face to face
- ☛ Working from home
- ☛ Less travel
- ☛ Show me how to do it
- ☛ Compressed time frames in an uncertain future
- ☛ Value of time and money
- ☛ Content overwhelm and its free



DELIVERING
extraordinary **VALUE** in
new compelling ways

2. Major Trends Brainstorming



Brainstorm into the Chat Box:

- What the major trends that are and will impact you now?

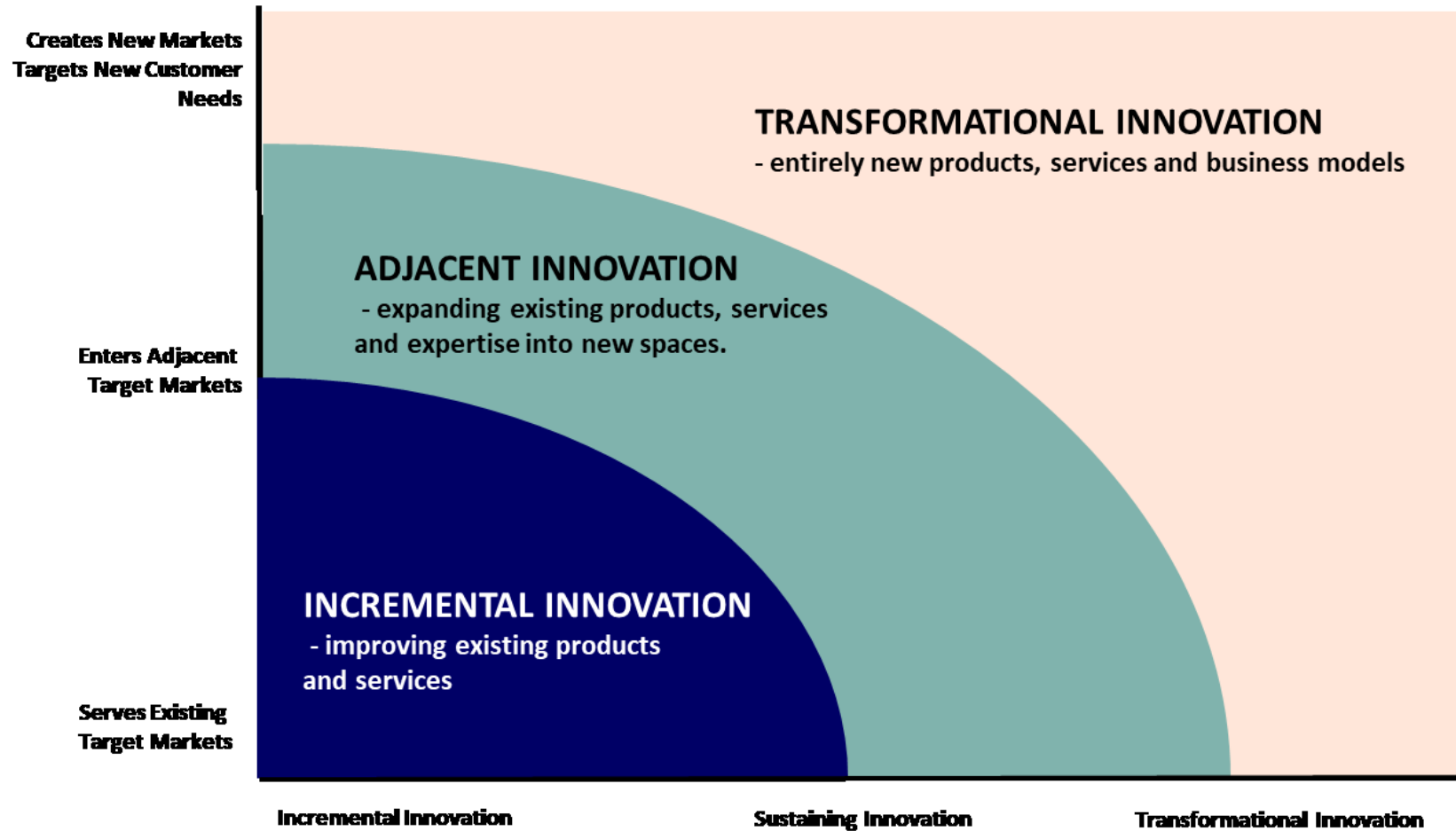
2. Major Trends Brainstorming



Page 1.

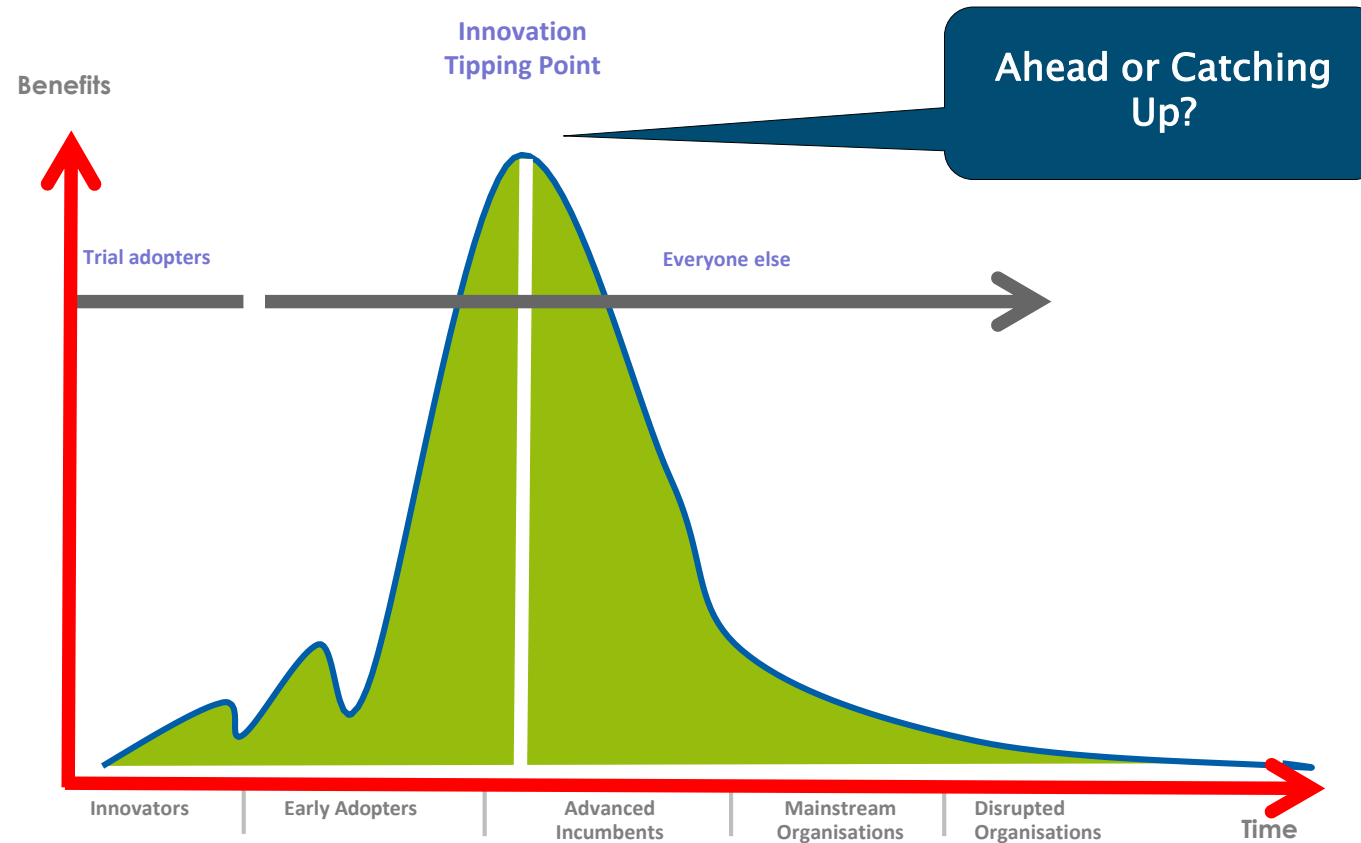
Write down the trends that are specific to you right now:

2. Strategic Innovation Focus



What Side Of The Innovation/Disruption Curve Are You?

CP



Adapted from Downs and Nunes - <https://hbr.org/2013/03/big-bang-disruption>

3. How Might We Get Started?



3. Ideas Generation/Brainstorming

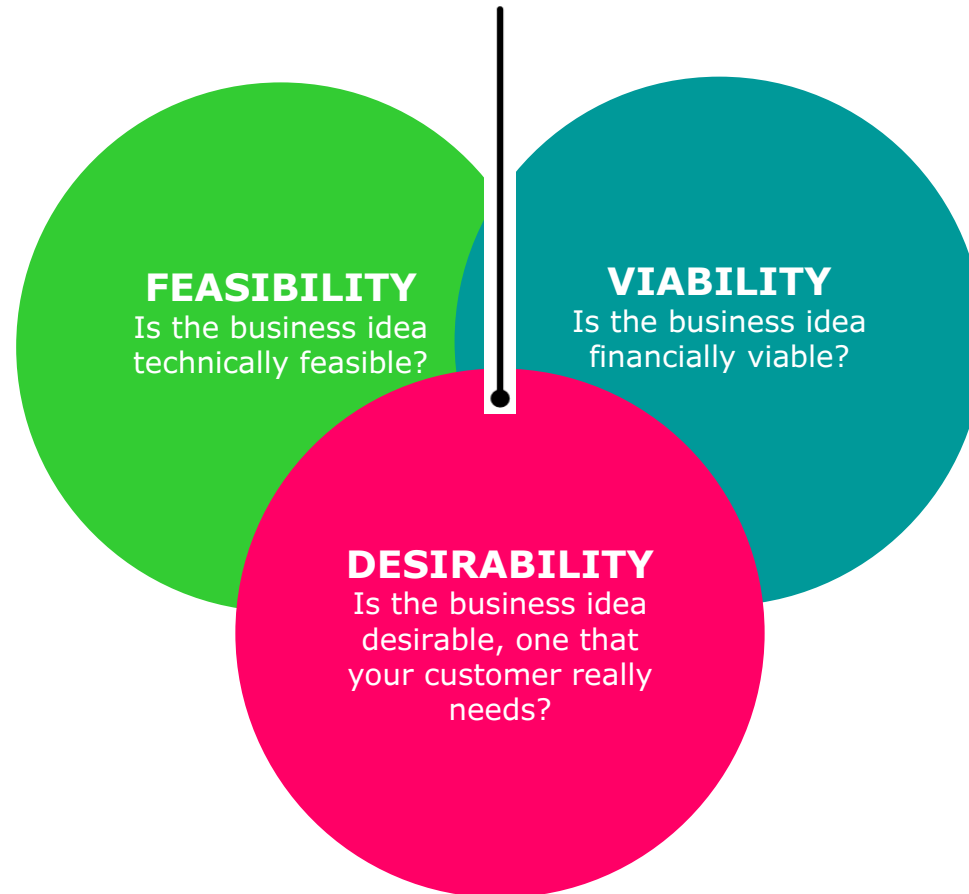


Brainstorm into the Chat Box:

- What ideas are open to you, that you could potentially develop in the next three months?

3. Ideas Strengthening

Successful Ideas Innovations



3. Ideas Sorting / Prioritising

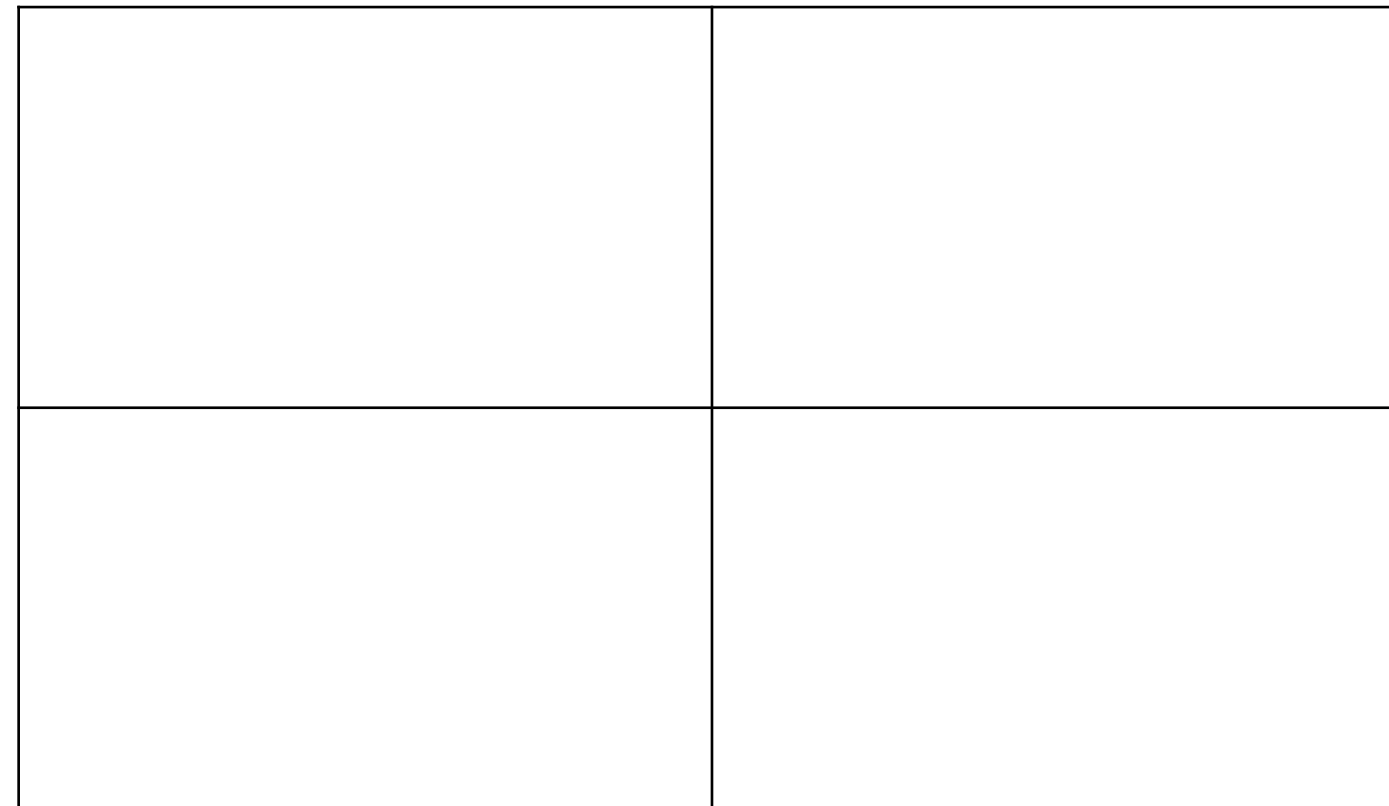
Page 2. How do we sort and prioritise?

Value to Clients



High ↑

Low ↓



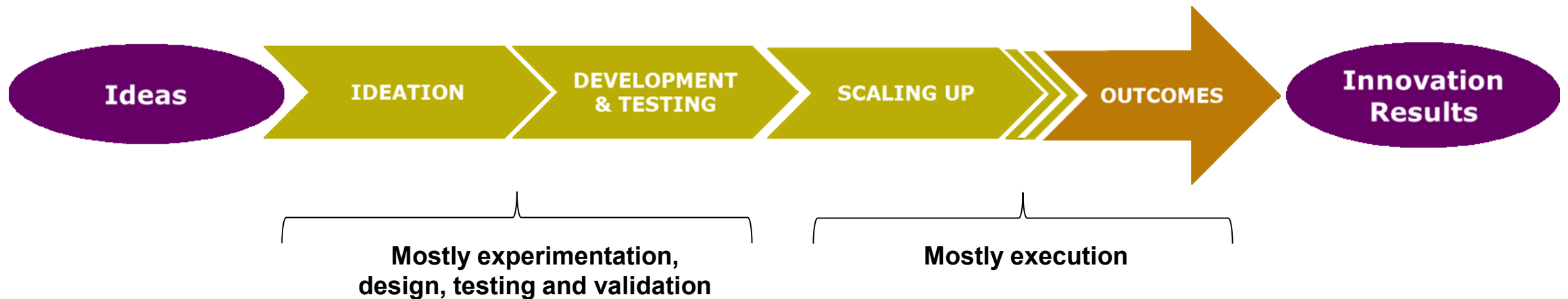
Slow

Speed to implement Fast

3. How Might We Get Started With Our Clients?

CP

Innovation Process



3. How Might We Get Started With Our Clients?

CP



Opportunity Identification

- ☛ Strengthen your Business Idea

3. How Might We Get Started With Our Clients?

CP



Development & Testing

- ☛ Minimum Viable Product
- ☛ Test and Pilot with a Client

3. How Might We Get Started With Our Clients?

CP



Scale

- ☛ Market fit
- ☛ Systems and processes

3. How Might We Get Started With Our Clients?

CP

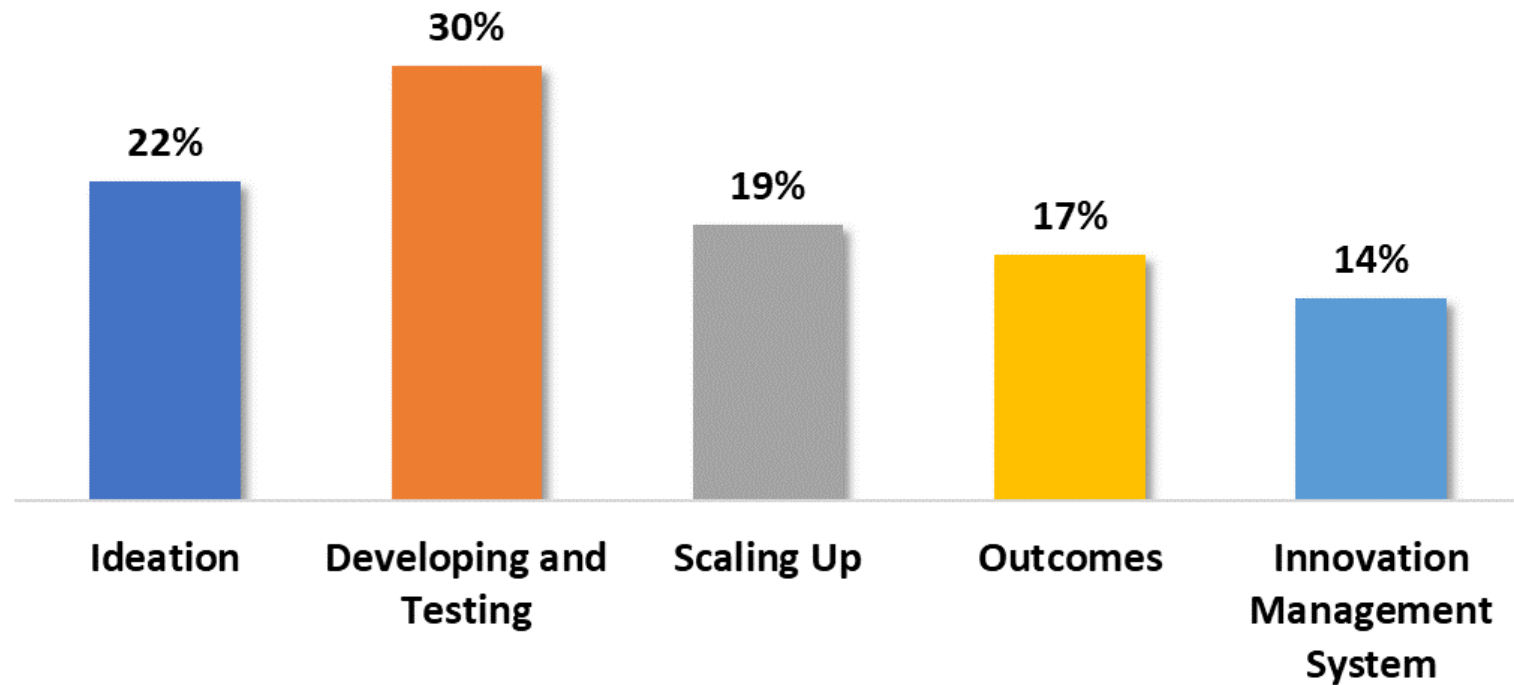


GROWTH

- ☛ Keep your clients
- ☛ New clients
- ☛ Sustainability

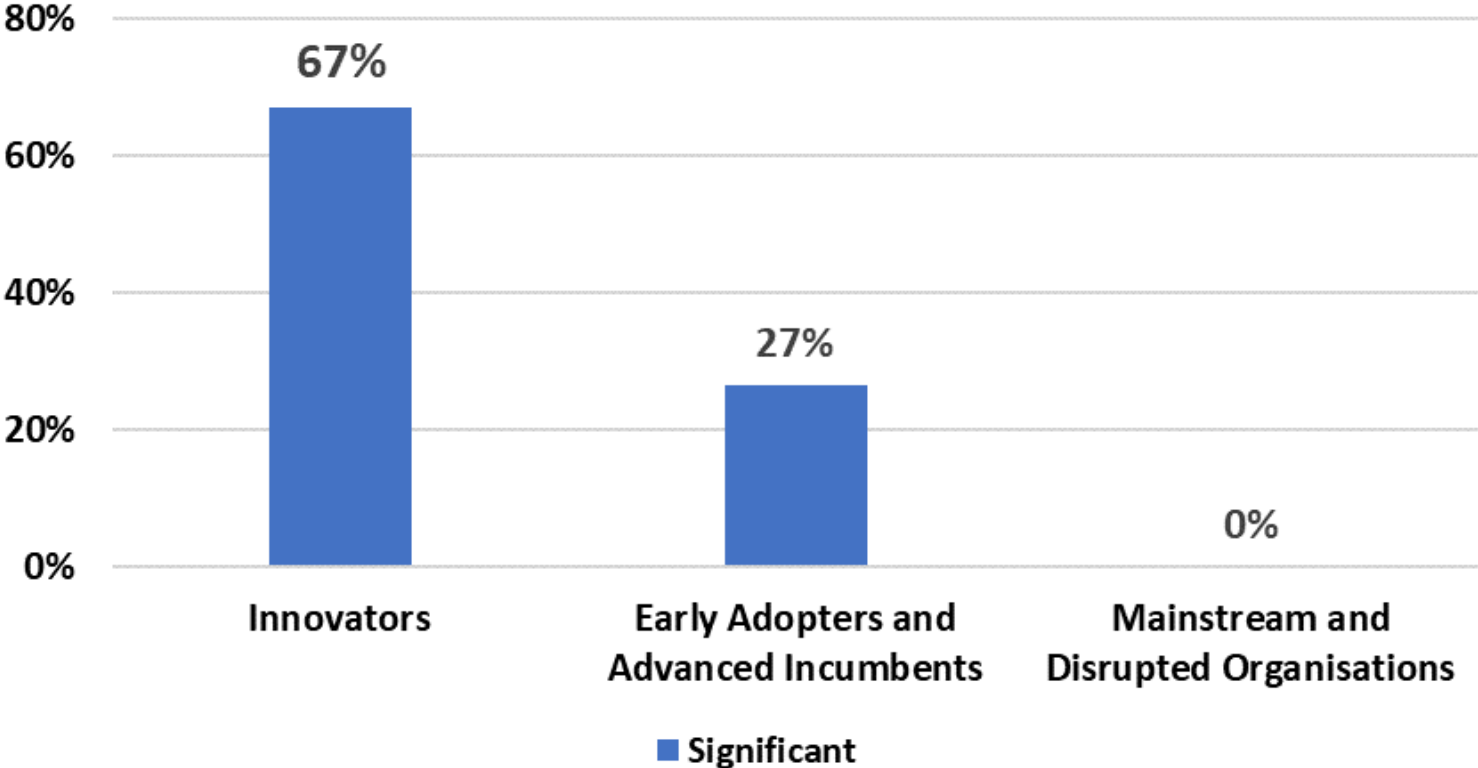
3. How Might We Get Started With Our Clients?

CP



3. Innovation Benefits

Benefits realised



High-innovation organisations

Over **2x** INNOVATION BENEFITS THAN AVERAGE ORGANISATIONS.

3. My Action Plan

Where do I need to be in 6 weeks time?



Page 3. My action steps:

- ☛ Tomorrow - Ideation
- ☛ Week 1 - Development
- ☛ Week 2 - Testing - Piloting
- ☛ Week 6 - Scaling

3. Revenue At Risk?

Poll 4. What percentage of your revenue is at risk if you don't innovate?

Poll Results (single answer required):



3. Some Examples - Innovation Light: #criticalfew

#criticalfew Organization Performance and Value Assessment

Introduction

Most business owners at times feel overwhelmed and overworked with all of the urgent and important things they have to do in and for their business. This assessment helps you to focus on your #criticalfew improvement actions so you might enjoy greater business success.

There are six levers you can pull to support your people to deliver the strategic objectives and serve your customers.



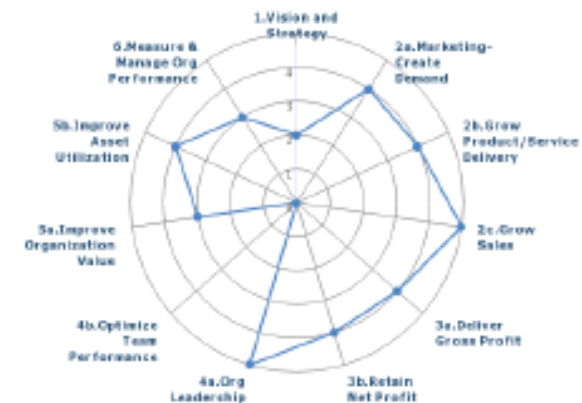
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Overall Rating: 3.80 / 5.00

There are six levers you can pull to support your people to deliver the organization's strategic objectives and serve your customers:



You rated your organizations' quality and effectiveness for each lever: (0: Not Applicable, 1: Does not Exist – 5: Best in the Industry)



Member benefit - <https://criticalfew.com.au/assessment/?source=IMCGT>

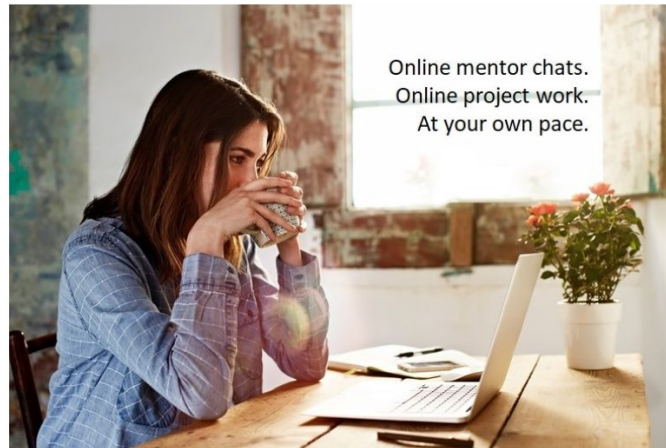
3. Some Examples: Innovation Sprint Program

Innovation Skills - Professional Development

In our fully-remote, self-paced and online sprint, you can learn how to develop innovative ideas.

Improve your business ideas:

- Develop a strong business idea with your team fully behind it.
- Identify and overcome important challenges.
- Build your capacity to innovate
- Test assumptions that may be hindering progress.
- Secure management buy-in.



Develop Innovation Skills and Ideas.

We want you to succeed, so we give you everything we know you will need. The program will GUIDE you along the innovation journey, save you time and resources. Let's collaborate!

Program lessons



Define
What Makes an Idea Successful?

We start with, what makes a business idea, successful?

Your journey begins with the customer. We UNCOVER what makes a business idea desirable, one that your customer really needs.



Explore
Finding the Innovation Sweet Spot

We explore the market potential for your business idea.

We EXAMINE what makes a business idea feasible, one that builds on the strengths of your capabilities.



Plan
The Path Forward

What do you need to do to make your business idea happen?

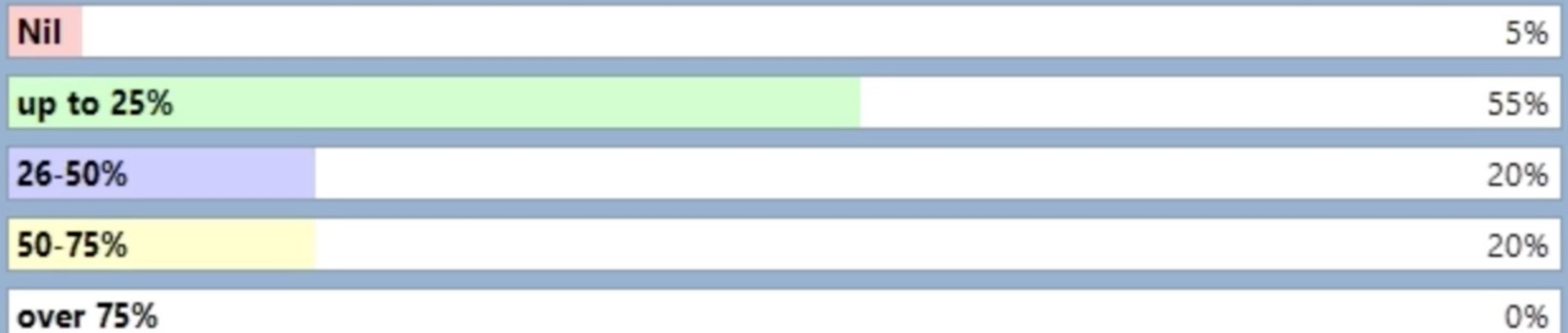
The innovation sprint canvas helps you effectively tell your story, get input, and ADVANCE your thinking in the next phase of the innovation journey.

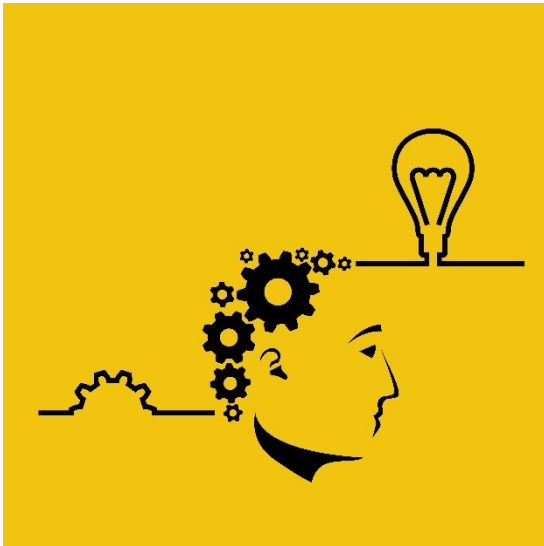
Member benefit - <https://chaseconsulting.com.au/innovation-sprint-details-ipc>

3. Your Commitment

Poll 5. What percentage of your time and resources will you allocate to innovation over the next 6 weeks?

Poll Results (single answer required):





4. Resources You Can Use

4. Resources You Can Use

- ☛ Innovation Sprint – **Member benefit**
<https://chaseconsulting.com.au/innovation-sprint-details-imc>
- ☛ 2019 Innovation Research Study
<https://www.chasegroup.com.au/research>
- ☛ Train the Innovation Coach Webinar for Consultants
- ☛ #criticalfew assessment – **Member benefit**
<https://criticalfew.com.au/assessment/?source=IMCGT>
- ☛ Notes from webinar & recording

4. Resources You Can Use

Member Benefit

- Professional development program to help IMC members develop new ideas as they navigate through the impacts of COVID-19
- Online, remote access to the Innovation Sprint program
- A deeper understanding of how to identify, develop, test and validate business ideas.
- 20% discount on the AUD price

<https://chaseconsulting.com.au/innovation-sprint-details-imc>

Innovation Programs that Achieve Results

LOG IN

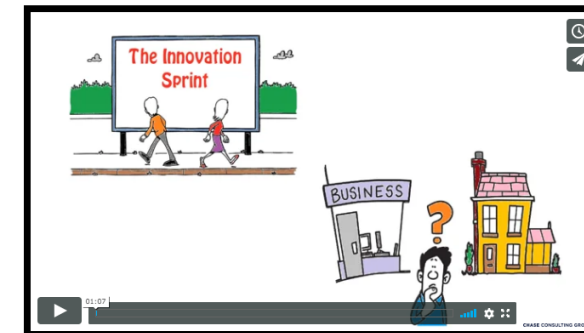
Innovation Sprint for IMC Members

In our fully-remote, self-paced and online sprint, you can learn how to develop innovative ideas.

You have a great idea.

And you know that opportunities don't just happen, you CREATE them.

Let's help you get your idea started.



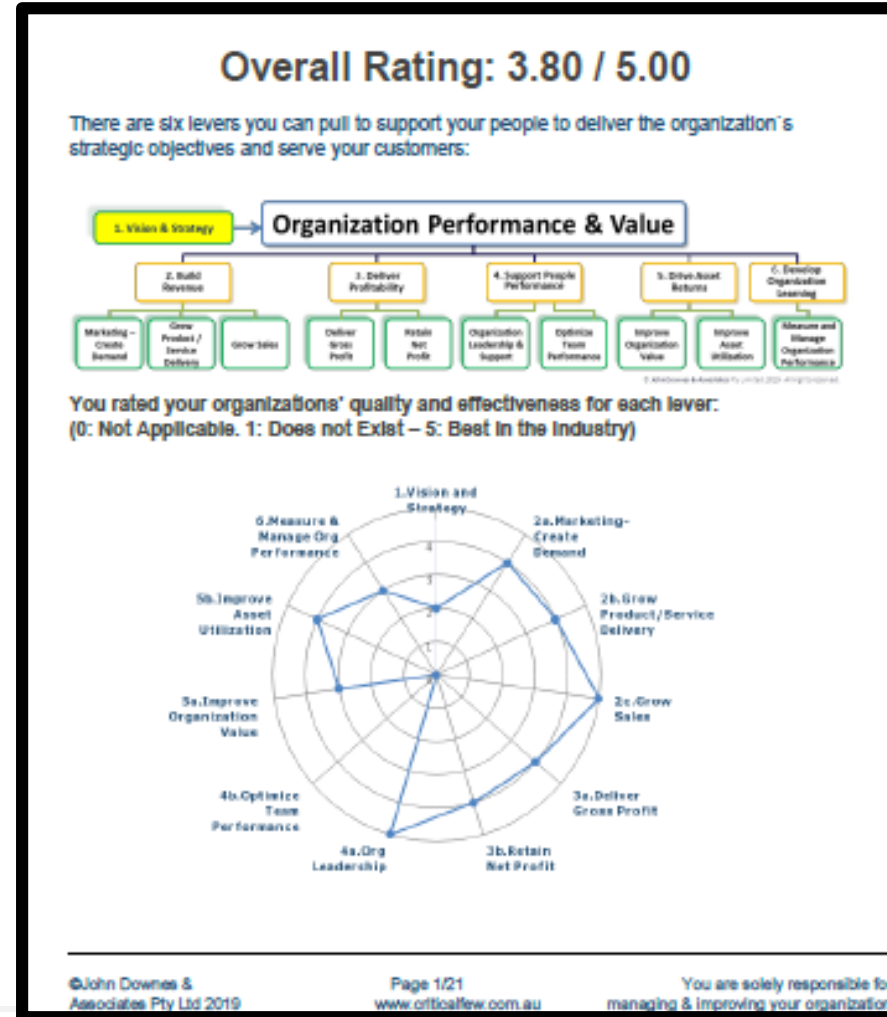
4. Resources You Can Use

Member Benefit

#CriticalFew Assessment

- Assessment tool to review how your business is placed to handle COVID-19
- Prioritise which #criticalfew areas you should focus on to improve in the next 6 weeks
- Align improvements to your strategic direction and imperatives
- Free for 30 days to use on your practice and with your clients

<https://criticalfew.com.au/assessment/?source=IMCGT>



5. Questions



About Chase Consulting



Chase Consulting helps organisations get the best out of creativity, ideas and the latest discoveries, to improve organisations and people's lives through innovation.

Innovation Strategy



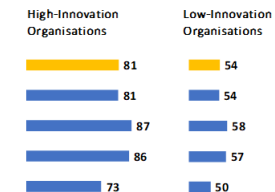
- Innovation Vision and Strategy
- Innovation System Design
- Workshops

Innovation Programs



- Innovation Sprints
- Launching, testing and validating innovation programs
- Mentoring, coaching and capacity building

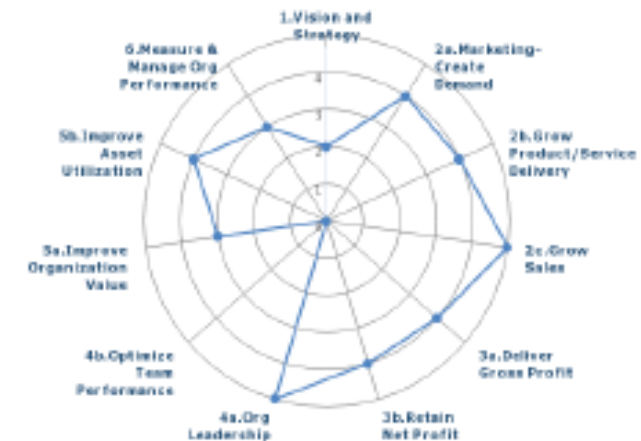
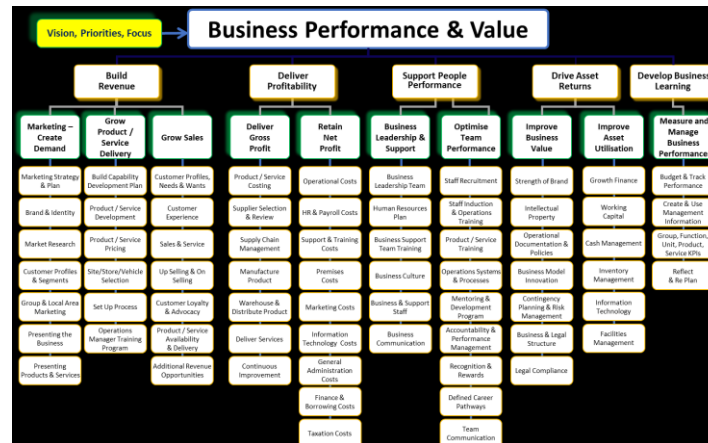
Innovation Benchmarks



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About acorro. supporting success.

John Downes mentors business owners in the \$10 - \$100m turnover range to **see and be the best that they can be**. He focuses on enabling them to achieve pleasure, fulfillment and a “just” financial reward from their businesses.



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