

Operating Model Canvas

The strategy journey to success is long and dangerous. Most strategies lose between 40 and 60 percent of their financial potential along the execution highway. There is a path that will make the trip dramatically shorter. It exists in every organization, but mostly stays hidden. With the help of science, we'll uncover The Execution Shortcut. There are three prerequisites: (1) The Head connection - people need to be aware of your strategy; (2) The Heart connection - people need to care about your strategy; (3) The Hands connection - people need the energy to push your strategy forwards.

The business environment is changing more rapidly than ever before, and new business ideas are emerging. This book discusses applying insights from design thinking to craft novel strategies that satisfy customer needs, make use of the available capabilities, integrate requirements for financial success and provide competitive advantage. It guides readers through the jungle encountered when developing a strategy for sustained growth and profitability. It addresses strategy design in a holistic way by applying abductive reasoning, iteratively observing customers and focusing on empathy, as well as prototyping ideas and using customers to validate them. Uniquely applying insights from design thinking to strategy, this book is a must-read for graduates, MBAs and executives interested in innovation and strategy, as well as corporate strategists, innovation managers, business analysts and consultants.

A one-page tool to reinvent yourself and your career The global bestseller Business Model Generation introduced a unique visual way to summarize and creatively brainstorm any business or product idea on a single sheet of paper. Business Model You uses the same powerful one-page tool to teach readers how to draw "personal business models," which reveal new ways their skills can be adapted to the changing needs of the marketplace to reveal new, more satisfying, career and life possibilities. Produced by the same team that created Business Model Generation, this book is based on the Business Model Canvas methodology, which has quickly emerged as the world's leading business model description and innovation technique. This book shows readers how to: Understand business model thinking and diagram their current personal business model Understand the value of their skills in the marketplace and define their purpose Articulate a vision for change Create a new personal business model harmonized with that vision, and most important, test and implement the new model When you implement the one-page tool from Business Model You, you create a game-changing business model for your life and career.

You have a new venture in mind. And you've crafted a business plan so detailed it's a work of art. Don't get too attached to it. As John Mullins and Randy Komisar explain in Getting to Plan B, new businesses are fraught with uncertainty. To succeed, you must change the plan in real time as the inevitable challenges arise. In fact, studies show that entrepreneurs who stick slavishly to their Plan A stand a greater chance of failing-and that many successful businesses barely resemble their founders' original idea. The authors provide a rigorous process for stress testing your Plan A and determining how to alter it so your business makes money, solves customers' needs, and endures. You'll discover strategies for: -Identifying the leap-of-faith assumptions hidden in your plan -Testing those assumptions and unearthing why the plan might not work -Reconfiguring the five components of your business model-revenue model, gross margin model, operating model, working capital model, and investment model-to create a sounder Plan B. Filled with success stories and cautionary tales, this book offers real cases illustrating the authors' unique process. Whether your idea is for a start-up or a new business unit within your organization, Getting to Plan B contains the road map you need to reach success.

How to Implement Your Organization's Target Operating Model (TOM) and Achieve a Zero Percent Fail Rate Using the 6- Step Agile Framework

A Visual Toolkit for Making Change Stick

Ethical Principles and Guidelines for the Protection of Human Subjects of Research : Appendix

High-Impact Tools for Teams

The Belmont Report

Where to Invest, What to Cut Back and How to Grow Organisations with Multiple Divisions

The Role of the Centre in Managing Diversified Corporations

Getting to Plan B

Offers a systematic approach to product/market fit, discussing customer involvement, optimal time to obtain funding, and when to change the plan.

The journey from strategy to operating success depends on creating an organization that can deliver the chosen strategy. This book, explaining the Operating Model Canvas, shows you how to do this. It teaches you how to define the main work processes, choose an organization structure, develop a high-level blueprint of the IT systems, decide where to locate and how to lay out floor plans, set up relationships with suppliers and design a management system and scorecard with which to run the new organization. The Operating Model Canvas helps you to create a target operating model aligned to your strategy. The book contains more than 20 examples ranging from large multi-nationals to government departments to small charities and from an operating model for a business to an operating model for a department of five people. The book describes more than 15 tools, including new tools such as the value chain map, the organization model and the high-level IT blueprint. Most importantly, the book contains two fully worked examples showing how the tools can be used to develop a new operating model. This book should be on the desk of every consultant, every strategist, every leader of transformation, every functional business partner, every business or enterprise architect, every Lean expert or business improvement champion, in fact everyone who wants to help their organization be successful. Additional content can be found on the website for the Operational Model Canvas: www.operatingmodelcanvas.com

Take advantage of a powerful visual management tool for teams as you work together and deliver great results. It's been used by thousands of teams for project success! 59% of U.S. workers say that communication is their team's biggest obstacle to success, followed by accountability at 29% (Atlassian).

High-Impact Tools for Teams explains a simple, powerful tool that helps team leaders and members align and get clarity on exactly who is responsible for each part of the team's most important activities and projects. The tool is complemented by 4 trust add-ons that help teams build trust and increase psychological safety, so every member can be confident in sharing ideas or concerns about obstacles the team may face. It's a proven tool for project teams, based on years of research, and thousands of teams are already using the Team Alignment Map to run effective "get-to-action meetings", give projects a good start and de-silo organizations. Co-author Alex Osterwalder is the international best-selling author who co-created the Business Model Canvas, a strategic management tool used by 1 million+ industry leaders globally. Plan as a team and know who does what Uncover and proactively remove the most likely obstacles to any project Boost team member contributions Run more effective team meetings Get more successful projects With the guidance of High-Impact Tools for Teams, you can be better prepared as a team leader or team member to plan effectively,

reduce risks, and collaborate with others. Your team will be accountable and ready to deliver results!
A strong business model is the bedrock to business success. But all too often we fail to adapt, clinging to outdated models that are no longer delivering the results we need. The brains behind The Business Model Navigator have discovered that just 55 business models are responsible for 90% of the world's most successful businesses. These 55 models - from the Add-On model used by Ryanair to the Subscription model used by Spotify - provide the blueprints you need to revolutionise your business and drive powerful change. As well as providing a practical framework for adapting and innovating your business model, this book also includes each of the 55 models in a quick-read format that covers: What it is Who invented it and who uses it now When and how to apply it "An excellent toolkit for developing your business model." Dr Heinz Derenbach, CEO, Bosch Software Innovations

Let your business thrive with this simple model
A New Roadmap for Entrepreneurial Success
Essential Tools to Diagnose, Decide, and Deliver
Improving Business Process Performance

The Social Organization

A One-Page Method For Reinventing Your Career

Strategy Execution Heroes

The Business Transformation Playbook

How to navigate your strategy journey in business using a five model framework and methodology that teaches you to play 'SMART' and 'win' in the game of business and career ascension.

Organization Design looks at how you need to change the ways your organization does things in order to increase productivity, performance, and profit. Providing the knowledge and method to handle the kind of recurring organisational change that all businesses face, those which do not involve transforming the entire enterprise but which necessitate significant change at the business unit, divisional, functional, facility or local levels. The problem lies in knowing what needs to change and how to change it. Taking the organisation as a designed system, it describes four major elements of organizations: the work - the basic tasks to be done by the organisation and its parts, the people - characteristics of individuals in the organization, formal organization - structures eg the organisation hierarchy, processes, and methods that are formally created to get individuals to perform tasks, informal organization - emerging arrangements including variations to the norm, processes, and relationships, commonly described as the culture or 'the way we do things round here'. The way these four elements relate, combine and interact affects productivity, performance and profit. Most books on this subject target a wide management audience rather than HR, this is specifically written for HR practitioners and line managers working together to achieve the goal. It clarifies why and how organisations need to be in a state of readiness to design or redesign and emphasises that people as well as business processes must be part of design considerations.

Ready to take your business to the next level? Find out everything you need to know about the Business Model Canvas with this practical guide. An increasing number of people are taking the plunge and creating their own businesses, choosing to be their own boss and create their own profits. Yet this is no mean feat, which is why it is essential to have a solid business plan. This guide will teach you all about the Business Model Canvas and how it can increase your value proposition, and improve your company. In 50 minutes you will be able to:

- Identify the nine factors affected by the Business Model Canvas and why they are important
- Analyse concrete applications of the Business Model Canvas with real-life case studies
- Learn more about the limits and criticism of the tool, so that you can apply the BMC effectively and use it alongside other complementary tools

ABOUT 50MINUTES.COM| COACHING The Coaching series from the 50Minutes collection is aimed at all those who, at any stage in their careers, are looking to acquire personal or professional skills, adapt to new situations or simply re-evaluate their work-life balance. The concise and effective style of our guides enables you to gain an in-depth understanding of a broad range of concepts, combining theory, constructive examples and practical exercises to enhance your learning.

A revised edition of the bestselling classic This book covers strategy for organisations that operate more than one business, a situation commonly referred to as group-level or corporate-level strategy. Corporate-level strategy addresses four types of decisions that only corporate-level managers can make: which businesses or markets to enter, how much to invest in each business, how to select and guide the managers of these businesses, and which activities to centralise at the corporate level. This book gives managers and executive students all the tools they need to make and review effective corporate strategy across a range of organisations.

Think, Design, Growth Hack -- a Design Approaching to Growth Hacking

(includes Kickstarter Digital Mini-course + Worksheets)

Business Model You

The Music Business Model Canvas - A Collection of Strategic Frameworks for the New Music Marketplace.

Blitzscaling

Value Proposition Design

How to Constantly Reinvent Your Organization with Inspiration From the World's Best Business Models

Benefits and Challenges of Digital Transformation

Business Model Generation is a handbook for visionaries, game changers, and challengers striving to defy outmoded business models and design tomorrow's enterprises. If your organization needs to adapt to harsh new realities, but you don't yet have a strategy that will get you out in front of your competitors, you need Business Model Generation. Co-created by 470 "Business Model Canvas" practitioners from 45 countries, the book features a beautiful, highly visual, 4-color design that takes powerful strategic ideas and tools, and makes them easy to implement in your organization. It explains the most common Business Model patterns, based on concepts from leading business thinkers, and helps you reinterpret them for your own context. You will learn how to systematically understand, design, and implement a game-changing business model--or analyze and renovate an old one. Along the way, you'll understand at a much deeper level your customers, distribution channels, partners, revenue streams, costs, and your core value proposition. Business Model Generation features practical innovation techniques used today by leading consultants and companies worldwide, including 3M, Ericsson, Capgemini, Deloitte, and others. Designed for doers, it is for those ready to abandon outmoded thinking and embrace new models of value creation: for executives, consultants, entrepreneurs, and leaders of all organizations. If you're ready to change the rules, you belong to "the business model generation!"

Foreword by Bill Gates LinkedIn cofounder, legendary investor, and host of the award-winning Masters of Scale podcast reveals the secret to starting and scaling massively valuable companies. What entrepreneur or founder doesn't aspire to build the next Amazon, Facebook, or Airbnb? Yet those who actually manage to do so are exceedingly rare. So what separates the startups that get disrupted and disappear from the ones who grow to become global giants? The secret is blitzscaling: a set of techniques for scaling up at a dizzying pace that blows competitors out of the water. The objective of Blitzscaling is not to go from zero to one, but from one to one billion—as quickly as possible. When growing at a breakneck pace, getting to next level requires very different strategies from those that got you to where you are today. In a book inspired by their popular class at Stanford Business School, Hoffman and Yeh reveal how to navigate the necessary shifts and weather the unique challenges that arise at each stage of a company's life cycle, such as: how to design business models for igniting and sustaining relentless growth; strategies for hiring and managing; how the role of the founder and company culture must evolve as the business matures, and more. Whether your business has ten employees or ten thousand, Blitzscaling is the essential playbook for winning in a world where speed is the only competitive advantage that matters.

Presents information how to spot and sidestep roadblocks on the entrepreneurial journey and sets readers on a path to startup success.

Industry 4.0 has spread globally since its inception in 2011, now encompassing many sectors, including its diffusion in the field of financial services. By combining information technology and automation, it is now canvassing the insurance sector, which is in dire need of digital transformation. This book presents a business model of Insurance 4.0 by detailing its implementation in processes, platforms, persons, and partnerships of the insurance companies alongside looking at future developments. Filled with business cases in insurance companies and financial services, this book will be of interest to those academics and researchers of insurance, financial technology, and digital transformation, alongside executives and managers of insurance companies.

Testing Business Ideas

A Guide to Reimagining Your Business

Insurance 4.0

IFIP WG 5.7 International Conference, APMS 2016, Iguassu Falls, Brazil, September 3-7, 2016, Revised Selected Papers

5 Tools to Align Team Members, Build Trust, and Get Results Fast

The Business Model Navigator

Charting Change

Breaking Through to a Better Business Model

Operating Model Canvas Van Haren Publishing

Originally conceived by Alexander Osterwalder, the Business Model Canvas is widely used by entrepreneurs to document the status of their business models. In principle, the Business Model Canvas can be used as a versatile tool for discovering and solving any type of pain on the planet. However, the Business Model Canvas is sub-optimally used. The Business Model Canvas has 12 "handicaps" that constrain it as a versatile tool for Open & Multilevel Pain Solving. This book critically and deeply explores the Business Model Canvas with a view to identifying as well as fixing its handicaps. Complementary tools such as the Business Model Strip, POKER Scorecard, and POKER Canvas are suggested to be used so that the full potential of the Business Model Canvas can be realized.

Full of practical advice for HR and other business professionals, The Social Organization is a clear guide to addressing the urgent need for companies to shift their focus from developing individuals to enabling networks and relationships between employees. Case studies from leading companies such as Whole Foods, P&G, The Cleveland Clinic, Spotify and Cisco illustrate how relationship-based strategies can be implemented successfully to increase organizational performance. Following a foreword by Dave Ulrich, Part One of The Social Organization explores the context of social capital and analyses how and why HR and others responsible for talent management need to foster and develop social capabilities. Part Two provides practical guidance for developing higher quality connections and social capital by improving the alignment and effectiveness of organizational architectures, including through workplace design. Part Three outlines how HR and related professionals can identify and implement appropriate changes throughout the whole

employee life cycle: this includes initial recruitment and job design, social learning, performance management, employee retention, talent management, organization development and the role of social media and other technology as well as social analytics. The Social Organization is an essential book for all professionals needing to develop the social capital of their organizations for improved performance.

Investigates the changing strategy and structure of the large industrial enterprise in the United States

The Business Model Book

Operating model canvas. Allineare alla strategia operations e organizzazione

Gain Agility, Create Value, and Achieve Success

Driving Digital Strategy

THE STRATEGY JOURNEY

Advances in Production Management Systems. Initiatives for a Sustainable World

The Invincible Company

Design a Better Business

The authors of the international bestseller Business Model Generation explain how to create value propositions customers can't resist Value Proposition Design helps you tackle the core challenge of every business – creating compelling products and services customers want to buy. This highly practical book, paired with its online companion, will teach you the processes and tools you need to create products that sell. Using the same stunning visual format as the authors' global bestseller, Business Model Generation, this sequel explains how to use the "Value Proposition Canvas" to design, test, create, and manage products and services customers actually want. Value Proposition Design is for anyone who has been frustrated by new product meetings based on hunches and intuitions; it's for anyone who has watched an expensive new product launch fail in the market. The book will help you understand the patterns of great value propositions, get closer to customers, and avoid wasting time with ideas that won't work. You'll learn the simple process of designing and testing value propositions, that perfectly match customers' needs and desires. In addition the book gives you exclusive access to an online companion on Strategyzer.com. You will be able to assess your work, learn from peers, and download pdfs, checklists, and more. Value Proposition Design is an essential companion to the "Business Model Canvas" from Business Model Generation, a tool embraced globally by startups and large corporations such as MasterCard, 3M, Coca Cola, GE, Fujitsu, LEGO, Colgate-Palmolive, and many more. Value Proposition Design gives you a proven methodology for success, with value propositions that sell, embedded in profitable business models."

Research shows that up to seventy percent of all change initiatives fail. Let's face it, change is hard, as is getting an organization on board and working through the process. One thing that has been known to be effective is onboarding teams not only to understand this change, but to see the process and the progress of institutional change. Charting Change will help teams and companies visualize this complicated process. Kelley has developed the Change Planning Canvas, which enables leadership and project teams to easily discuss the variable that will influence the change effort and organize them in a collaborative and visual way. It will help managers build a cohesive approach that can be more easily embraced by employees who are charged with the actual implementation of change. This book will teach readers how to use this visual toolkit to build a common language and vision for implementing change.

The journey from strategy to operating success depends on creating an organization that can deliver the chosen strategy. This book, explaining the Operating Model Canvas, shows you how to do this. It helps you to create a target operating model aligned to your strategy.

Strategy Execution is no longer 'the gap nobody knows', the title of the first chapter of the best-seller 'Execution'. Thanks to the authors Bossidy and Charan, Strategy Execution pioneers Kaplan and Norton, several leading articles in respected business magazines such as The Harvard Business Review and a host of research, organisations have become very aware that much great strategy is lost before it's turned into performance mainly as a result of poor execution skills. The performance gap is known. And it's time for companies to close it. This book will help you get the job done. 'Strategy Execution Heroes' will help you to: 1. Approach Strategy Execution from a manager's perspective. 2. Align individual and organisational performance in a simple, easy-to-communicate, sexy Strategy Execution framework. 3. Communicate your strategy effectively. 4. Set great objectives for yourself and your team members. 5. Coach others through the implementation maze. 6. Simplify your Strategy Execution process. 7. Select, manage and deliver your strategic initiatives. 8. Set up a development platform to boost the execution skills of others in the organisation. 9. Turn Strategy Execution into a competitive advantage. In short, 'Strategy Execution Heroes' will help you get the execution job done. Don't expect complex theories or fancy words. This book gets right to the point and won't waste your time. It will boost your learning with 250+ practical tips revealed by senior executives from BT, Coca-Cola, Lockheed Martin, eBay and many others. It will inspire your thinking with useful insights from top experts such as Sir John Whitmore, Dr Peter Scott-Morgan and Prof Vincent Lion. And it will put your action plan on the right track with 27 valuable downloads. So whether you are a future manager preparing for the challenge or an experienced senior executive, get ready to boost your execution skills. Become a Strategy Execution hero and turn your great strategy into great performance.

Innovating Towards Competitive Advantage
How to Create Products and Services Customers Want
Operating Model Canvas
Business Model Generation
Business Model Canvas: a Good Tool with Bad Instructions?
55 Models That Will Revolutionise Your Business
Strategies and Styles

"This is the management book of the year. Clear, powerful and urgent, it's a must read for anyone who cares about where they work and how they work." –Seth Godin, author of *This is Marketing* "This book is a breath of fresh air. Read it now, and make sure your boss does too." –Adam Grant, *New York Times* bestselling author of *Give and Take*, *Originals*, and *Option B* with Sheryl Sandberg

When fast-scaling startups and global organizations get stuck, they call Aaron Dignan. In this book, he reveals his proven approach for eliminating red tape, dissolving bureaucracy, and doing the best work of your life. He's found that nearly everyone, from Wall Street to Silicon Valley, points to the same frustrations: lack of trust, bottlenecks in decision making, siloed functions and teams, meeting and email overload, tiresome budgeting, short-term thinking, and more. Is there any hope for a solution? Haven't countless business gurus promised the answer, yet changed almost nothing about the way we work? That's because we fail to recognize that organizations aren't machines to be predicted and controlled. They're complex human systems full of potential waiting to be released. Dignan says you can't fix a team, department, or organization by tinkering around the edges. Over the years, he has helped his clients completely reinvent their operating systems—the fundamental principles and practices that shape their culture—with extraordinary success. Imagine a bank that abandoned traditional budgeting, only to outperform its competition for decades. An appliance manufacturer that divided itself into 2,000 autonomous teams, resulting not in chaos but rapid growth. A healthcare provider with an HQ of just 50 people supporting over 14,000 people in the field—that is named the "best place to work" year after year. And even a team that saved \$3 million per year by cancelling one monthly meeting. Their stories may sound improbable, but in *Brave New Work* you'll learn exactly how they and other organizations are inventing a smarter, healthier, and more effective way to work. Not through top down mandates, but through a groundswell of autonomy, trust, and transparency. Whether you lead a team of ten or ten thousand, improving your operating system is the single most powerful thing you can do. The only question is, are you ready?

A practical guide to effective business model testing 7 out of 10 new products fail to deliver on expectations. *Testing Business Ideas* aims to reverse that statistic. In the tradition of Alex Osterwalder's global bestseller *Business Model Generation*, this practical guide contains a library of hands-on techniques for rapidly testing new business ideas. *Testing Business Ideas* explains how systematically testing business ideas dramatically reduces the risk and increases the likelihood of success for any new venture or business project. It builds on the internationally popular *Business Model Canvas* and *Value Proposition Canvas* by integrating *Assumptions Mapping* and other powerful lean startup-style experiments. *Testing Business Ideas* uses an engaging 4-color format to: Increase the success of any venture and decrease the risk of wasting time, money, and resources on bad ideas Close the knowledge gap between strategy and experimentation/validation Identify and test your key business assumptions with the *Business Model Canvas* and *Value Proposition Canvas* A definitive field guide to business model testing, this book features practical tips for making major decisions that are not based on intuition and guesses. *Testing Business Ideas* shows leaders how to encourage an experimentation mindset within their organization and make experimentation a continuous, repeatable process.

The long-awaited follow-up to the international bestsellers, *Business Model Generation* and *Value Proposition Design* Alex Osterwalder and Yves Pigneur's *Business Model Canvas* changed the way the world creates and plans new business models. It has been used by corporations and startups and consultants around the world and is taught in hundreds of universities. After years of researching how the world's best companies develop, test, and scale new business models, the authors have produced their definitive work. *The Invincible Company* explains what every organization can learn from the business models of the world's most exciting companies. The book explains how companies such as Amazon, IKEA, Airbnb, Microsoft, and Logitech, have been able to create immensely successful businesses and disrupt entire industries. At the core of these successes are not just great products and services, but profitable, innovative business models—and the ability to improve existing business models while consistently launching new ones. *The Invincible Company* presents practical new tools for measuring, managing, and accelerating innovation, and strategies for reducing risk when launching new business models. Serving as a blueprint for your growth strategy, *The Invincible Company* explains how to constantly stay ahead of your competition. In-depth chapters explain how to create new growth engines, change how products and services are created and delivered, extract maximum profit from each type of business model, and much more. New tools—such as the *Business Model Portfolio Map*, *Innovation Metrics*, *Innovation Strategy Framework*, and the *Culture Map*—enable readers to understand how to design invincible companies. *The Invincible Company*: ? Helps large and small companies build their growth strategy and manage their core simultaneously ? Explains the world's best modern and historic business models ? Provides tools to assess your business model, innovation readiness, and all of your innovation projects Presented in striking 4-color, and packed with practical visuals and tools, *The Invincible Company* is a must-have book for business leaders, entrepreneurs, and innovation professionals.

This book constitutes the refereed post-conference proceedings of the International IFIP WG 5.7 Conference on Advances in Production Management Systems, APMS 2016, held in Iguassu Falls, Brazil, in September 2016. The 117 revised full papers were carefully reviewed and selected from 164 submissions. They are organized in the following topical sections: computational intelligence in production management; intelligent manufacturing systems; knowledge-based PLM; modelling of business and operational processes; virtual, digital and smart factory; flexible, sustainable supply chains; large-

scale supply chains; sustainable manufacturing; quality in production management; collaborative systems; innovation and collaborative networks; agrifood supply chains; production economics; lean manufacturing; cyber-physical technology deployments in smart manufacturing systems; smart manufacturing system characterization; knowledge management in production systems; service-oriented architecture for smart manufacturing systems; advances in cleaner production; sustainable production management; and operations management in engineer-to-order manufacturing.

The Execution Shortcut

Why Startups Fail

Iterate from Plan A to a Plan That Works

Are You Ready to Reinvent Your Organization?

The Business Model Canvas

New Tools, Skills, and Mindset for Strategy and Innovation

Design, build and adapt business ideas that drive business growth

Strategy for the Corporate Level

Why do only 30% of business transformation projects deliver on time, on budget and scope, realising the intended benefits while 70% fail? This book uncovers HOBA(R) (House of Business Architecture(R)) Business Transformation framework and provides a practical guide that has helped organisations successfully implement their business transformation.

Shift your business model and transform your organization in the face of disruption Business Model Shifts is co-authored by Patrick van Der Pijl, producer of the global bestseller Business Model Generation, and offers a groundbreaking look at the challenging times in which we live, and the real-world solutions needed to conquer the obstacles organizations must now face. Business Model Shifts is a visually stunning guide that examines six fundamental disruptions happening now and spotlights the opportunities that they present: The Services Shift: the move from products to services The Stakeholder Shift: the move from an exclusive shareholder orientation to creating value for all stakeholders, including employees and society The Digital Shift: the move from traditional business operations to 24/7 connection to customers and their needs The Platform Shift: the move from trying to serve everyone, to connecting people who can exchange value on a proprietary platform The Exponential Shift: the move from seeking incremental growth to an exponential mindset that seeks 10x growth The Circular Shift: the move from take-make-dispose towards restorative, regenerative, and circular value creation Filled with case studies, stories, and in-depth analysis based on the work of hundreds of the world's largest and most intriguing organizations, Business Model Shifts details how these organizations created their own business model shifts in order to create more customer value, and ultimately, a stronger, more competitive business. Whether you're looking for ways to redesign your business due to the latest needs of the marketplace, launching a new product or service, or simply creating more lasting value for your customers, Business Model Shifts is the essential book that will change the way you think about your business and its future.

Business models are the beating heart of your firm's value proposition. Great business models drive rapid growth; bad business models can doom the most promising ventures. Brilliant Business Models clearly shows you how to create, test, adapt, and innovate successful and appropriate business models in any business context. Every company has a business model. When the business model works, the company creates value. Brilliant Business Models combines the latest research, straightforward tools and current examples to bring this surprisingly tricky topic to life. Straightforward cases from the author's research and experience highlight key lessons. This book applies a novel, life-cycle based approach to make business models relevant to your company's development stage. Your company changes over time—so should your business model. Understand how and why business models matter to your organisations success Learn how to evaluate and test business models to identify the most appropriate model Use the business model life-cycle approach to keep your business model relevant and successful. “Clever, innovative, and simple -- a must read workbook for entrepreneurs!” Charles CHEN Yidan, Co-Founder, Tencent Holdings. “Buy it. Read it. Most importantly, use it!” John Mullins, London Business School, Author of The Customer-Funded Business and The New Business Road Test. “This may well turn out to be your scrapbook for business models. An excellent resource that will get your ideas flowing!” Shane Corstorphine, VP, Regional Growth (Global Regions) and General Manager (Americas), Skyscanner.

The journey from strategy to operating success depends on creating an organization that can deliver the chosen strategy. This book, explaining the Operating Model Canvas, shows you how to do this. It teaches you how to define the main work processes, choose an organization structure, develop a high-level blueprint of the IT systems, decide where to locate and how to lay out floor plans, set up relationships with suppliers and design a management system and scorecard with which to run the new organization. The Operating Model Canvas helps you to create a target operating model aligned to your strategy. The book contains more than 20 examples ranging from large multi-nationals to government departments to small charities and from an operating model for a business to an operating model for a department of five people. The book describes more than 15 tools, including new tools such as the value chain map, the organization model and the high-level IT blueprint. Most importantly, the book contains two fully worked examples showing how the tools can be used to develop a new operating model. This book should be on the desk of every consultant, every strategist, every leader of transformation, every functional business partner, every business or enterprise architect, every Lean expert or business improvement champion, in fact everyone who wants to help their organization be

successful. For trainers free additional material of this book is available. This can be found under the "Training Material" tab. Log in with your trainer account to access the material. Additional content can be found on the website for the Operational Model Canvas: <https://www.operatingmodelcanvas.com>

Strategy and Structure

Developing Employee Connections and Relationships for Improved Business Performance

Growth Thinking

The Lightning-Fast Path to Building Massively Valuable Companies

Chapters in the History of the American Industrial Enterprise

A Field Guide for Rapid Experimentation

Organization Design

Strategy in 3D

Hacking Music: The Music Business Model Canvas - A Collection of Strategic Frameworks for the New Music Marketplace. By John Pisciotta and Wade Sutton with Jeff McMahon. "An operating system for the way the music marketplace actually works." -Ted Goldthorpe, Sony/ATV Music Publishing, Supervisor North American Publishing

Digital transformation is no longer news--it's a necessity. Despite the widespread threat of disruption, many large companies in traditional industries have succeeded at digitizing their businesses in truly transformative ways. The New York Times, formerly a bastion of traditional media, has created a thriving digital product behind a carefully designed paywall. Best Buy has transformed its business in the face of Amazon's threat. John Deere has formed a data-analysis arm to complement its farm-equipment business. And Goldman Sachs and many others are using digital technologies to reimagine their businesses. In Driving Digital Strategy, Harvard Business School professor Sunil Gupta provides an actionable framework for following their lead. For over a decade, Gupta has studied digital transformation at Fortune 500 companies. He knows what works and what doesn't. Merely dabbling in digital or launching a small independent unit, which many companies do, will not bring success. Instead you need to fundamentally change the core of your business and ensure that your digital strategy touches all aspects of your organization: your business model, value chain, customer relationships, and company culture. Gupta covers each aspect in vivid detail while providing navigation tips and best practices along the way. Filled with rich and illuminating case studies of companies at the forefront of digital transformation, Driving Digital Strategy is the comprehensive guide you need to take full advantage of the limitless opportunities the digital age provides.

Strategy decision making and action used to be off limits to all but the select few at the very top of an organization. It was a largely cerebral activity focused on grand long-term plans made at annual off-site retreats away from the daily challenges of the business. That is no longer the case. The current business environment does not wait for companies to slowly adjust in an annual meeting. The relentless pace of change renders today's long-term future tomorrow's history. Rapid innovations and ever-increasing complexities limit executives' ability to make decisions with perfect information. Does this mean strategy is no longer useful, or even feasible? No. Good strategists are needed now more than ever. But today's high-performing organizations think of strategy differently than in the past. These companies make strategy part of every manager's role; they strategize continuously and tackle strategic problems through individuals from all parts of the organization. Strategy in this new, fast-paced world is about diagnosing the diverse array of complex challenges confronting organizations, deciding on novel solutions to address those challenges, and delivering by taking action on those solutions. Including a novel organizational framework and never-before-published application examples, Strategy in 3D helps build these foundational skills and prepares the reader for success as a strategist in the 21st century.

Less than 1% of companies grow. But with a systematic and creative approach to growth that changes everything. Growth thinking is a new approach changing the way organizations grow. Nader Sabry, author of the bestselling book Ready Set Growth Hack, created growth thinking to exponentially change your results in a quick, easy and creative way... Growth thinking helps leaders who want to solve for "how to grow exponentially." If your organization needs to adapt to new realities but doesn't have the growth strategy to give you that competitive edge, growth thinking solves precisely. Growth thinking helps you go: From idea to action - accurately and rapidly turn growth hacking ideas into execution quickly and cost-effectively, Think at scale - quickly and effortlessly find methods to take an abstract growth hack, structure it and scale it, and Save time and money - rapidly prototype your growth hacking ideas saving time and money. and happens through the systematic and creative process by: Visualization - design-thinking approach to

quickly and easily see how a growth hack will work, Systemize - turn designs into structured sequences that turn an idea into an actual growth hack, Optimization - instantly find improvements and generate new better growth hacks with little effort, Rapid development - the systematic learning approach accelerates the improvement and development of new growth hacks, and Collaboration - swiftly and efficiently get feedback and co-create growth hacks with others. Growth thinking helps you tackle the challenge of growing your organization - creating powerful growth hacks that supercharge your growth by testing them and executing them quickly, efficiently, and cost-effectively.

A Handbook for Visionaries, Game Changers, and Challengers

Six Ways to Create New Value For Customers

Hacking Music

Business Model Shifts

Brave New Work

Operating Model Canvas (OMC)

Design Thinking for Strategy

Running Lean

How to use this book: 8 Chapters; 48 Case studies; 20 Tools; 7 Core skills; 29 Designers; 36 Hacks; >150 Visuals.

The managerial practices that successfully drove industry for decades have become insufficient to support the rapidly changing business landscape. Companies around the world are being challenged to improve performance, reshape operations, and adapt swiftly to new opportunities. With an abundance of improvement methodologies and frameworks like BPM, BPI, Six Sigma, and Lean, many question where to begin. Improving Business Process Performance: Gain Agility, Create Value, and Achieve Success surveys and integrates the quantitative improvement approaches currently gaining momentum—including Goal Driven Measurements (GQM), Business Process Management (BPM), Lean Methodology, and the Balanced Score Card—to show you exactly where to begin. The author details a methodology for building a measurements framework that will help you monitor events, and also provides a feedback loop for analysis, goal, and strategy adjustments. This framework can be customized and linked to your company's overall strategy to supply critical feedback on your improvement efforts.