

PETER SIMS

LITTLE BETS

HOW BREAKTHROUGH
IDEAS EMERGE FROM
SMALL DISCOVERIES

**'A powerful
and practical book'**

Daniel H. Pink



Little Bets How Breakthrough Ideas Emerge From Small Discoveries

Sam Wren-Lewis



Little Bets How Breakthrough Ideas Emerge From Small Discoveries:

Little Bets Peter Sims, 2011 In *Little Bets* leading business consultant Peter Sims turns problems on their heads and outlines a counter intuitive path to perfection using negativity to positive effect *Little Bets*, 2013 **Getting from Little Bets to Big Breakthroughs by Peter Sims**, 2015 Program Highlights What do Bill Hewlett Chris Rock and Jeff Bezos have in common How risk averse organizations can capitalize on design school principles Overcoming psychological barriers to creative experimentation Much like the standup comedian who tests and refines jokes in small clubs before rolling them out to a television audience most successful entrepreneurs don't begin with brilliant ideas they discover them through a deliberate process of creative trial and error From his research on innovative leaders from Apple 3M Toyota and Starbucks to the U S Army's counterinsurgency strategists to artists and even standup comics Peter Sims found they shared a surprisingly similar approach These innovators methodically take small experimental ideas through a process of testing failure and refinement Their low risk little bets provide critical information for multiple iterations and successive small wins that eventually lead to creative breakthroughs Pixar for example was acquired by Steve Jobs as a hardware company but its peripheral and low risk experimentation in short animated films over several years ultimately led it to pivot to full length filmmaking and the highly successful Toy Story franchise Peter Sims is the author of *Little Bets How Breakthrough Ideas Emerge from Small Discoveries* and the coauthor of *True North* A graduate of Bowdoin College he received his MBA from Stanford University's Graduate School of Business *Fail Fast, Fail Often* Ryan Babineaux, John Krumboltz, 2013-12-26 Bold bossy and bracing *Fail Fast Fail Often* is like a 200 page shot of B12 meant to energize the listless job seeker New York Times What if your biggest mistake is that you never make mistakes Ryan Babineaux and John Krumboltz psychologists career counselors and creators of the popular Stanford University course *Fail Fast Fail Often* have come to a compelling conclusion happy and successful people tend to spend less time planning and more time acting They get out into the world try new things and make mistakes and in doing so they benefit from unexpected experiences and opportunities Drawing on the authors research in human development and innovation *Fail Fast Fail Often* shows readers how to allow their enthusiasm to guide them to act boldly and to leverage their strengths even if they are terrified of failure *Jeff Bezos and Amazon* Jennifer Landau, 2012-07-15 This insightful work combines Jeff Bezos's life story beginning in 1964 in Albuquerque New Mexico with the creation of Amazon in 1995 and its rise as the largest online retailer in the world Bezos's zeal and tirelessness has seen Amazon through the inevitable ups and downs that come with building a start up taking it from a garage and turning it into a worldwide powerhouse Although Bezos has wide ranging interests and investments today Amazon remains the cornerstone of his work life and he is determined to keep his company at the forefront of technological and commercial innovation The narrative includes captivating sidebars on Bezos's life and innovations and fact sheets on his life and the company A timeline helps readers glean pertinent facts about Bezos and Amazon quickly *The Student*

Leadership Challenge James M. Kouzes, Barry Z. Posner, 2014-02-17 Note from the publisher This edition includes an access code so students can take the Student Leadership Practices Inventory Self Online a brief 30 question assessment to help them explore their own leadership behaviors and skills and determine the steps they can take to liberate the leader within and become their best selves If you rent or purchase a used book the access code may have been redeemed previously and will no longer work In this updated and expanded second edition of The Student Leadership Challenge James Kouzes and Barry Posner apply their extensive research and expertise to demonstrate that anyone can be a leader regardless of age or experience They challenge high school and undergraduate college students to examine their leadership actions and aspirations Your students will learn from first hand leadership stories from young leaders like themselves around the world helping them to deeply understand and explore The Five Practices of Exemplary Leadership Model the Way Inspire a Shared Vision Challenge the Process Enable Others to Act Encourage the Heart The book guides students through the concrete actions they can take to become exemplary leaders from finding their voice and clarifying their values to recognizing others contributions and celebrating others victories The authors ask readers to reflect at the end of each chapter on their own leadership experiences and abilities now and for the future **Applied Degree Education and the Future of Work**

Christina Hong, Will W. K. Ma, 2020-05-16 This edited volume sets the stage for discussion on Education 4.0 with a focus on applied degree education and the future of work Education 4.0 refers to the shifts in the education sector in response to Industry 4.0 where digital transformation is impacting the ways in which the world of work and our everyday lives are becoming increasingly automated In the applied degree sector significant change and transformation is occurring as leaders educators and partners evolve smart campus environments to include blended learning artificial intelligence data analytics BYOD devices process automation and engage in curriculum renewal for and with industries and professions This volume aims to profile and enhance the contribution of applied educational practice and research particularly in the applied degree sector and includes contributions that show case real world outcomes with students and industry as partners This edited volume includes a wide range of topics such as rethinking the role of education and educators curriculum and the future of work industrial partnership collaboration and work integrated learning vocational and professional practices students industry and professions as partners employability skills and qualities for the 21st century world of work innovative pedagogy and instructional design adaptive learning technologies and data analytics assessment and feedback The contributors come from different parts of the world in higher education including Canada China Finland Germany Hong Kong Italy Macau Singapore and the United Kingdom **(No More) Mediocre Me** John E. Michel, 2020-12-31 If you were to account for your life at this moment are you living up to your own potential Does your present state of affairs give you reason to be disappointed or discouraged Is your job unsatisfying your relationships far from what they could be your spiritual life a mere shadow of what it once was If you answered yes to one or more of these questions then there is a very good chance you like

scores of other Americans have been lulled into accepting a life that is simply good enough This is what I term a Mediocre Me Mindset a confining way of thinking about your role in the world that convinces you to settle for the perceived safety of the status quo rather than push outside your comfort zone to try and make tomorrow a little better than you found it today In Mediocre Me you will find a simple yet profoundly powerful approach to rethinking the way you view your role in the world It is a proven means of breaking free from the grasp of mediocrity so you can lead a life of true purpose meaning and significance And perhaps the best part of all it is not a new idea The concepts in Mediocre Me are actually anchored in an over two thousand year old legend One that reminds us we are at our individual and collective best not when we are standing still unwitting prisoners of the status quo but rather when we are unafraid to reject apathy and embrace action by leading the positive change we want to see occur in our surroundings Ralph Waldo Emerson once wrote America is another name for opportunity At a time in our nation's history when we seem more divided than united more fearful than hopeful there can be no more fence sitting It is time to begin writing a different more empowering personal leadership story of your own One that will energize you to do what you can when you can where you can to be a force for good in your part of the world when doing so is needed now more than ever *How to Make an App Business* Steven Højlund, Christian Nielsen, Michael

Thing, 2020-09-28 THE ULTIMATE GUIDE TO BUILDING AN APP BASED BUSINESS Do you have a great app idea but no coding skills How to Make an App Business contains no get rich quick talk but just exactly what you need to go from idea to app business How to Make an App Business guides you all the way from idea to launching your app and making a business out of it The book covers proven and essential steps to build a killer app get your app off the ramp with solid marketing and make a viable business From this book you will learn how to Build and test early prototypes before starting programming Research target users and understand what value your app will create Select the key MVP features that makes your app deliver maximum value Choose the technology your app business is running on Gauge the cost of your app and choose the best way to build it Select your marketing mix and get your app off the ground The book is an easy to read and to the point guide for non tech founders It gives the reader concrete steps and models to prioritize features that users will love It guides the reader to make the right product choices that can save years of development and millions of dollars Finally the book clarifies how to choose the right business model and how to take an app to market with the right app marketing How to Make an App Business is based on the university textbook From idea to app This is how you do it by the same authors The authors draw on their combined experiences from teaching university classes in digital innovation and entrepreneurship starting app businesses and consulting more than 100 businesses on digital strategy and digital product development from one of Europe's leading app agencies **Management Matters** Philip Delves-Broughton, 2013-03-07 How did Bill Clinton get his party to take him seriously again after the sex scandal story broke Who was the manager behind Edmund Hillary's ascent of Mount Everest Why could taking a nap after lunch be your route to a more productive day This engaging and entertaining book

takes a fresh honest approach and explores what it's really like to be a manager. It addresses the kinds of issues managers face on a daily basis from prioritising their time and balancing a team to recruiting new staff and managing the numbers. Written by Philip Delves Broughton, FT journalist and bestselling author of *What They Teach You* at Harvard Business School, this book is jam-packed with titillating case studies and anecdotes from the very best and worst managers including everyone from Bill Clinton and Mark Zuckerberg to Alex Ferguson and Roger Federer. For most of us, our days are more like splat the rat flailing at problems as they emerge, hoping that one good wallop does the trick but fearing that nothing is ever well and truly solved.

Management Matters Philip Delves Broughton *Spinning into Control* Amiel Kornel, 2017-11-20

Could everything we've learned about entrepreneurship simply be wrong? There is no shortage of how-to books with manuals in the title and articles promising the 7 or 6 or 10 key traits of successful entrepreneurs which breed an infectious optimism all too often quashed as startups fail. Amiel Kornel puts a persuasive case for an alternative theory that while grounded in the natural way great entrepreneurs operate, resists reduction to a simple recipe or method. Kornel, who has coached hundreds of entrepreneurs, believes that disciplined planning, lean management and commitment are no guarantee of success. The limited resources of a startup demand knowing when and how to explore and tinker artfully, recombining ideas, designs, media, software and materials on hand. True venture craftsmen harness and redirect the energy of startups that might otherwise spin dangerously out of control towards failure. The stories of entrepreneurs like Sun Basket's Adam Zbar, Minecraft's Markus Persson, Y Combinator's Paul Graham and Metacode Technologies' Joel Schatz are woven throughout the book along with examples from beyond business including legendary ocean racing sailor Isabelle Autissier and acclaimed urban designer Gerard Penot. Kornel shows how meeting challenges in a broad variety of fields rife with uncertainty often relies on the ability to loosen the coupling between command and control, a prerequisite of skillful improvisation.

Design Thinking Michael G. Luchs, Scott Swan, Abbie Griffin, 2015-09-25

Develop a more systematic, human-centered, results-oriented thought process. Design Thinking is the Product Development and Management Association's PDMA guide to better problem solving and decision making in product development and beyond. The second in the New Product Development Essentials series, this book shows you how to bridge the gap between the strategic importance of design and the tactical approach of design thinking. You'll learn how to approach new product development from a fresh perspective with a focus on systematic, targeted thinking that results in a repeatable, human-centered problem solving process. Integrating high-level discussion with practical, actionable strategy, this book helps you re-tool your thought processes in a way that translates well beyond product development, giving you a new way to approach business strategy and more. Design is a process of systematic creativity that yields the most appropriate solution to a properly identified problem. Design thinking disrupts stalemates and brings logic to the forefront of the conversation. This book shows you how to adopt these techniques and train your brain to see the answer to any question at any level in any stage of the development process. Become a better problem solver in every aspect of

business Connect strategy with practice in the context of product development Systematically map out your new product service or business Experiment with new thought processes and decision making strategies You can't rely on old ways of thinking to produce the newest most cutting edge solutions Product development is the bedrock of business whether your product is a tangible object a service or the business itself and your approach must be consistently and reliably productive Design Thinking helps you internalize this essential process so you can bring value to innovation and merge strategy with reality

Making Extraordinary Things Happen in Asia James M. Kouzes, Barry Z. Posner, 2013-03-13 An in depth look at how leaders in Asia apply the Five Practices of Exemplary Leadership in their organizations Kouzes and Posner's Five Practices of Exemplary Leadership is the most trusted and proven leadership paradigm in the business world Making Extraordinary Things Happen in Asia focuses on the unique ways leaders in Asia have applied the Five Practices and documents their success with it Using actual case studies and first person experiences the book examines the Five Practices framework shows how the behaviors of individual leaders make a difference and reveals what leadership in Asia looks like on a daily basis Each of the Five Practices is supported with five or six case studies illustrating what the Practice looks like on a behavioral level After examining the Five Practices the book then reveals what actions would be and current leaders in Asia can do to improve their leadership skills and effectiveness Customizes the legendary Five Practices of Exemplary Leadership framework specifically for Asian leaders and a companion to The Leadership Challenge Features real case studies that show the Practices in action on a daily basis From leadership gurus James Kouzes and Barry Posner together with one of Asia's top leadership experts Steve DeKrey For leaders and aspiring leaders of Asian organizations and business Making Extraordinary Things Happen in Asia is an invaluable guide to long term leadership success

Making Innovation Work Tony Davila, Marc Epstein, Robert Shelton, 2012-11-09 Profitable innovation doesn't just happen It must be managed measured and properly executed and few companies know how to accomplish this effectively Making Innovation Work presents a formal innovation process proven to work at HP Microsoft and Toyota to help ordinary managers drive top and bottom line growth from innovation The authors have drawn on their unsurpassed innovation consulting experience as well as the most thorough review of innovation research ever performed They'll show what works what doesn't and how to use management tools to dramatically increase the payoff from innovation investments Learn how to define the right strategy for effective innovation how to structure an organization to innovate best how to implement management systems to assess ongoing innovation how to incentivize teams to deliver and much more This book offers the first authoritative guide to using metrics at every step of the innovation process from idea creation and selection through prototyping and commercialization This updated edition refreshes the examples used throughout the book and features a new introduction that gives currency to the principles covered throughout

The Happiness Problem Sam Wren-Lewis, 2019-11-28 We appear to have more control over our lives than ever before If we could get things right the perfect job relationship family body and mind then we'd be happy With

enough economic growth and technological innovation we could cure all societal ills The Happiness Problem shows that this way of thinking is too simplistic and can even be harmful no matter how much progress we make we will still be vulnerable to disappointment loss and suffering The things we do to make ourselves happy are merely the tip of the iceberg Sam Wren Lewis offers an alternative process that acknowledges insecurity and embraces uncertainty Drawing on our psychological capacities for curiosity and compassion he proposes that we can connect with and gain a deeper understanding of the personal and social challenges that define our time

The Big Pivot Andrew S. Winston, 2014-03-11 We live in a fundamentally changed world It s time for your approach to strategy to change too The evidence is all around us Extreme weather driven by climate change is shattering records all over the planet Our natural resources are in greater demand than ever before as a billion more people enter the global middle class wanting more of everything Radical transparency is opening up company operations and supply chains to public scrutiny This is not some futuristic scenario or model to debate but today s reality We ve passed an economic tipping point A weakening of the foundations of our planetary infrastructure is costing businesses dearly and putting our society at risk The mega challenges of climate change scarcity and radical transparency threaten our ability to run an expanding global economy and are profoundly changing business as usual But they also offer unprecedented opportunities multi trillion dollar markets are in play and the winners of this new game will profit mightily According to Andrew Winston bestselling author Green to Gold and globally recognized business strategist the way companies currently operate will not allow them to keep up with the current and future rate of change They need to make the Big Pivot In this indispensable new book Winston provides ten crucial strategies for leaders and companies ready to move boldly forward and win in this new reality With concrete advice and tactics and new stories from companies like British Telecom Diageo Dow Ford Nike Unilever Walmart and many others The Big Pivot will help you and all of us create more resilient businesses and a more prosperous world This book is the blueprint to get you started

Start Now Reynold Levy, 2020-01-28 From the New York Times bestselling author a compelling guide to determine what you wish to do in life and the best ways to build a meaningful career Ken Auletta bestselling author Newcomers to the workplace The recently fired Those desiring to advance with their current employer and those eager to move on And many who have found what they do for a living deadening disappointing and tedious For these reasons and others one in five Americans change jobs every year Drawing on his extensive career in the non profit commercial and public service realms Reynold Levy will help you think about your future creatively and prepare for it resourcefully How to network naturally and adeptly How to interview effectively How to perform well in your current job He will offer you a recipe for moving up in an appealing organization or moving out gracefully to a better position elsewhere Start Now offers concrete actionable practical advice Taking fullest advantage of school friends acquaintances and colleagues Learning how to succeed at work without being imprisoned there Asking others for help compellingly This book is about work finding work you love getting it doing it well leaving it but it is

also a book about how to live Part memoir part social analysis part practical guide it is a terrific read wise and fun deep and light full of stories about people and problems and the sheer good pleasure of a job that gives back to the world Never moralizing just right Start Now is a book for us all Jennifer Homans New York Times bestselling author Joy of Agility Joshua Kerievsky,2023-02-07 Agility enables you your team and your organization to streamline slow and awkward actions overcome obstacles quickly and adapt to change with ease and grace Agility isn t a formula a framework nor a set of roles and rituals to follow It s a timeless way of being that matures with practice and skill Becoming agile involves knowing the difference between being quick or hurrying moving with ease or difficulty being in or out of balance graceful or awkward adaptable or rigid resourceful or resentful With Joy of Agility Joshua Kerievsky CEO of Industrial Logic one of the oldest and most respected agile consultancies in the world shows you how to harness agility in work and life to solve problems and succeed sooner Kerievsky shares six essential agile mantras plus unforgettable real world stories of agile people and teams that will empower you to be quick adaptable and resourceful in the face of challenges and opportunities Learn how to Distinguish between being quick and hurrying Gain better balance and collaborate gracefully with others Prepare and practice being poised to adapt Take deliberate steps to drive out fear Grow a solution by starting minimal and evolving Overcome obstacles by being readily resourceful Use the lessons learned in Joy of Agility to transform agility from a mere buzzword into an approach that helps you obtain triumphant results **The First Mile** Scott D. Anthony,2014 You have a great idea now what That first mile where an innovation moves from an idea on paper to the market is often plagued by failure In fact less than one percent of ideas launched by big companies end up having real impact The ideas aren t the problem It s the process The First Mile focuses on the critical moment when an innovator moves from planning to reality It is a perilous place where hidden traps snare entrepreneurs and roadblocks slow innovators inside large companies In this practical and enlightening manual strategic adviser Scott Anthony equips innovators with new tools questions and examples to speed through this crucial early stage of innovation You ll learn How to evaluate your idea s strengths and weaknesses using the DEFT process Document Evaluate Focus and Test Fourteen recipes from an experiment cookbook to gain confidence in your idea or business Why spinouts wrong turns and other challenges commonly trip up innovation and the practical strategies you can use to avoid them Why innovators need to seek chaos in an age of constant change and other essential leadership skills Drawing on his decade of experience as an innovation adviser and investor Anthony describes hard won lessons from disruptive start ups and global giants alike The First Mile will give you the knowledge and confidence to travel this perilous but ultimately promising terrain The first mile can be a scary place but you don t have to traverse it alone This book can help **The Necessity of Strangers** Alan Greggerman,2013-08-22 A counterintuitive approach to fostering greater innovation collaboration and engagement Most of us assume our success relies on a network of friends and close contacts But innovative thinking requires a steady stream of fresh ideas and new possibilities which strangers are more likely

to introduce Our survival instincts naturally cause us to look upon strangers with suspicion and distrust but in *The Necessity of Strangers* Alan Greggerman offers the provocative idea that engaging with strangers is an opportunity not a threat and that engaging with the right strangers is essential to unlocking our real potential *The Necessity of Strangers* reveals how strangers challenge us to think differently about ourselves and the problems we face Shows how strangers can help us innovate better get the most out of each other and achieve genuine collaboration Presents principles for developing a stranger centric mindset to develop new markets and stronger customer relationships leverage the full potential of partnerships and become more effective leaders Includes practical guidance and a toolkit for being more open creating new ideas that matter finding the right strangers in all walks of life and tapping the real brilliance in yourself To stay competitive you and your business need access to more new ideas insights and perspectives than ever before *The Necessity of Strangers* offers an essential guide to discovering the most exciting opportunities you haven't met yet

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