

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

Minjie Lin



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 **Black Box Thinking** Matthew Syed, 2015-11-03 Nobody wants to fail But in highly complex organizations success can happen only when we confront our mistakes learn from our own version of a black box and create a climate where it's safe to fail We all have to endure failure from time to time whether it's underperforming at a job interview flunking an exam or losing a pickup basketball game But for people working in safety critical industries getting it wrong can have deadly consequences Consider the shocking fact that preventable medical error is the third biggest killer in the United States causing more than 400 000 deaths every year More people die from mistakes made by doctors and hospitals than from traffic accidents And most of those mistakes are never made public because of malpractice settlements with nondisclosure clauses For a dramatically different approach to failure look at aviation Every passenger aircraft in the world is equipped with an almost indestructible black box Whenever there's any sort of mishap major or minor the box is opened the data is analyzed and experts figure out exactly what went wrong Then the facts are published and procedures are changed so that the same mistakes won't happen again By applying this method in recent decades the industry has created an astonishingly good safety record Few of us put lives at risk in our daily work as surgeons and pilots do but we all have a strong interest in avoiding predictable and preventable errors So why don't we all embrace the aviation approach to failure rather than the health care approach As Matthew Syed shows in this eye opening book the answer is rooted in human psychology and organizational culture Syed argues that the most important determinant of

success in any field is an acknowledgment of failure and a willingness to engage with it Yet most of us are stuck in a relationship with failure that impedes progress halts innovation and damages our careers and personal lives We rarely acknowledge or learn from failure even though we often claim the opposite We think we have 20 20 hindsight but our vision is usually fuzzy Syed draws on a wide range of sources from anthropology and psychology to history and complexity theory to explore the subtle but predictable patterns of human error and our defensive responses to error He also shares fascinating stories of individuals and organizations that have successfully embraced a black box approach to improvement such as David Beckham the Mercedes F1 team and Dropbox

The Lean Innovation Cycle Michael Parent, 2022-04-11 Currently businesses are forced to be more innovative than ever before Organizations must be sensitive to global trends such as digitization globalization and automation and at the same time build resilience and flexibility to combat unexpected changes in customer demand The coronavirus pandemic is just the most recent and pronounced example of this new normal business necessity Amidst the disruption many businesses are caught not knowing how to proceed How ought one pursue or achieve innovation for the company Are there different innovation strategies Why might a business leader choose one over the other The Lean Innovation Cycle addresses these concerns by introducing a new multidisciplinary framework for both thinking about and pursuing innovation By taking key concepts from the quality management practices of Lean and Six Sigma the framework augments these tools and disciplines by incorporating other problem solving and design techniques including Human Centered Design The result is a view of innovation that many business leaders will find fits nicely into their existing paradigm of strategy and operational discipline After the introduction of the framework the book turns to understanding the differences advantages and tradeoffs in pursuing Lean Innovation in lieu of traditional technologically driven innovation approaches To this end the book considers issues of sustainability organizational strategy and competitive advantage The result is a thought provoking dialogue that informs the reader about the key considerations of how best to pursue innovation within their business and the business environment as well as the circumstances that might make one innovation strategy more congruent to an organization's culture goals and objectives than the other

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 Art of Entrepreneurship** Jim Stovall, Dr. Kevin

Schneider, 2022-05-17 The comprehensive guide to starting and growing your dream business In this groundbreaking book bestselling author Jim Stovall shares the practical wisdom gained from his forty year career as an award winning entrepreneur alongside the time tested strategies compiled by Dr Kevin Schneider through his experience as the Director of the Stovall Center for Entrepreneurship at Oral Roberts University Few books have offered both pragmatic real world examples and proven academic principles as readers will find in The Art of Entrepreneurship Transform your natural aptitudes interests and resources into a lucrative business as you discover The key characteristics of an entrepreneur and whether you possess them Myths and misconceptions about entrepreneurship it s not a get rich quick scheme nor is it simply for people who want to work less and not have a boss How to get started as an entrepreneur keeping your current job as you turn your side hustle or creative idea into an empire Why some entrepreneurs succeed when others struggle it s not about trading time for money it s about creating a money machine The values of entrepreneurship first and foremost service rendered to other people The path of entrepreneurship from start to finish learning when to pull the trigger and when to pull the plug How to build the dream entrepreneur team that will support you in your journey Entrepreneurship is both a science and an art This book teaches both dimensions the hard skills and the soft skills the action steps and the mindset so that you can seize the opportunities for entrepreneurship in your midst and turn your business idea into a successful start up that adds value to you your family your community and the larger world **Entrepreneurship in the Wild** Felipe G.

Massa, 2021-08-03 A learn by doing guide to developing testing and pitching a startup idea balancing a pragmatic approach and rigorous academic content This innovative book offers a learn by doing guide to entrepreneurship that balances practical advice with rigorous academic content It introduces important concepts provides highly engaging examples and supplies the tools needed to put lessons into practice creating a research supported step by step reference for developing testing and pitching any startup idea By integrating lean startup principles design thinking and elements of the jobs to be done framework this combination textbook workbook allows readers to choose for themselves whether or to what extent to engage with theory All of the book s ten chapters encourage hands on effort providing readers with easy to follow steps calls to action and attainable milestones Aspiring entrepreneurs will find this systematic approach to be more efficient than haphazard trial and error and much more likely to yield concrete results Chapters begin with a mini case offering real world examples of each step in the process These cases all featuring entrepreneurs working outside the Silicon Valley bubble include a meadery operator that turned customers into advocates by designing compelling experiences and the development

of a dating app for dog lovers that found a unique niche in a crowded market Throughout readers are immersed in the activity of starting a business guided not only through the successful development of a startup but also to an understanding of the principles underlying entrepreneurship The book can be used as a text in undergraduate and graduate classes and as a reference by entrepreneurs and innovators *Your Network Is Your Net Worth* Porter Gale,2013-06-04 Outlines new approaches to networking that reflect shifting cultural values and improved digital technologies sharing instructional case studies and practical tips for network building using online social media and in person interactions

Blind Ambition: How to Envision Your Limitless Potential and Achieve the Success You Want Patricia Walsh,2014-11-14 A goal setting guide to top achievement from an award winning engineer champion paratriathlete and IRONMAN world record holder Diagnosed with a pediatric brain tumor Patricia Walsh became blind at the age of five As a teenager she lost what little vision remained due to surgical complications and the straight A student began a downward spiral into depression and hopelessness But Walsh eventually had an epiphany if she didn't do something and fast she would doom herself to a life devoid of meaning Today Walsh is an award winning computer engineer and champion paratriathlete She has raced in more than a dozen marathons and ultra marathons and competed in two IRONMAN triathlons In 2011 she set the world record for blind triathletes shattering both male and female records by over 50 minutes How did she do it Patricia Walsh refused to be defined by any limits In *Blind Ambition* Walsh both inspires and educates by relating her unforgettable personal story while detailing her proven Fuel Fire Blaze approach to achieving any goal Fuel Set your base goals those small day to day tasks designed to collectively build toward your final goal Fire Map important milestones on your journey to keep yourself on track and motivated Blaze Your highest goals your most burning desire made real this is what happens when you add fuel to fire Drawing on her experience of great adversity and even greater success she shows you how to set realistic milestones and describes a simple and effective process for mapping these milestones to daily tasks that will help you achieve what you previously thought unachievable Every path has obstacles but you can overcome them Apply a champion's hard earned lessons to achieve your goals and live a personally enriching and professionally rewarding life All it takes is *Blind Ambition* Go for the Gold A Proven Model for Success from a World Class Athlete Patricia Walsh lays out an extremely effective framework for achieving your highest goals in business and in life I have personally seen Patricia apply this approach to great success at Microsoft Anyone who reads this book will be that much closer to achieving their goals Steven Sinofsky former president of the Windows division at Microsoft Corporation In a book filled with practical actionable advice for true goal setting framed by her experience with the toughest of real world challenges Patricia Walsh provides a no nonsense framework for actualizing your goals and becoming resilient Whether you are looking to excel in business in sports or in life *Blind Ambition* will serve as your go to guidebook for achieving breakthroughs managing challenges and fulfilling your own marvelous potential Meg Hare president of the board of Austin Women in Technology Whether it is running your first 5K

competing in an IRONMAN or completing an important work project the steps and lessons shared in this book will help you get there Patricia Walsh is an expert in overcoming challenges that stand in the way of reaching one's goal This is an outstanding read Barry Siff president of USA Triathlon and 10 time IRONMAN competitor Patricia Walsh is a beacon an inspiration and a reminder of what is achievable Blind Ambition is a must read for those who want to maximize their amazing untapped potential by applying the lessons concepts and can do attitude that Patricia embodies and shares so eloquently in this book Highly recommended Paul M Craig cofounder and president of Rudy Project North America and XX2i Optics

Winning the Brain Game (PB) Matthew E. May, 2016-05-27 Mindful thinking is the new competitive edge Science confirms the distinction between the biological brain and the conscious mind Each day a game of mind versus matter plays out on a field defined by the problems we must solve Most are routine and don't demand a more mindful approach It's when we're faced with more difficult challenges that our thinking becomes vulnerable to brain patterns that can lead us astray We leap to solutions that simply don't work We fixate on old mindsets that keep us stuck in neutral We overthink problems and make them worse We kill the ideas of others as well as our own Worse we keep doing these things over and over again naturally and instinctively But it doesn't have to be that way In Winning the Brain Game author and creative strategist Matthew E May explains these and other fatal flaws of thinking catalogued over the course of ten years and hundreds of interactive creative sessions in which he gave more than 100 000 professionals a thought challenge based on a real case far less complex than their everyday problems Not only did less than 5% arrive at the best and most elegant solution but the solutions given were remarkably similar revealing seven observable problem solving patterns that can block our best thinking Calling on modern neuroscience and psychology to help explain the seven fatal flaws May draws insights from some of the world's most innovative thinkers He then blends in a super curated field tested set of fixes proven through hundreds of creative sessions to raise our thinking game to a more mindful level Regardless of playing field mindful thinking is the new competitive advantage and the seven fixes are a magic set of tools for achieving it Winning the Brain Game will lead you to better decision making higher levels of creativity clearer strategies and overall success in business work and life Matthew E May is a five time author and recognized thought leader on strategy and innovation A popular speaker facilitator and seminar leader he confidentially coaches executives artists and athletes and conducts custom thinking sessions for leading organizations all over the world

Summary: Little Bets BusinessNews Publishing, 2014-11-12 The must read summary of Peter Sims book Little Bets How Breakthrough Ideas Emerge from Small Discoveries This complete summary of the ideas from Peter Sims book Little Bets shows that the best way to discover promising ideas is by placing lots of idea seeds and then building on those that work In his book the author explains how to use the little bets approach in six easy steps experiment play immerse define reorient and iterate This summary explains each of these steps in detail and proves that failed experiments are to be expected when trying something fresh and original Added value of this summary Save time Understand

key concepts Expand your business knowledge To learn more read Little Bets and discover the easy approach that will help you to develop new business ideas **Hacking Digital: Best Practices to Implement and Accelerate Your Business Transformation** Michael Wade,Didier Bonnet,Tomoko Yokoi,Nikolaus Obwegeser,2021-09-28 Improve your business performance through digital transformation Digital transformation has become commonplace across public and private sector organizations and yet most struggle to achieve tangible results from it Many make avoidable mistakes or fall into simple traps along the way Written by a team of global digital transformation thought leaders Hacking Digital provides practical advice and information that you need to successfully transform your organization Hacking Digital is organized into six easy to follow sections Initiating Your Digital Transformation Setting Up the Right Organizational Dynamics Working with the Outside World Creating Value in New Ways Leading People and Organizations Anchoring and Sustaining Performance How do you create a sense of urgency How do you set up digital governance How do you create successful digital offerings How do you manage the relationship between digital transformation and IT How do you scale digital initiatives Hacking Digital answers these and many other questions you need to transform your organization and seize a competitive edge for years to come www.hackingdigital.org **Upgrade: Taking Your Work and Life from Ordinary to Extraordinary** Rana Florida,2013-09-04 Upgrade gathers the best practices not just from CEOs and business executives but from entrepreneurs innovative thinkers and creative leaders **Reconcilable Differences** Dawna Markova,Angie McArthur,2017-09-05 A remarkable new way to move beyond biases and blind spots especially if you don t think you have any so you can communicate more effectively with a friend lover relative or colleague You know what it feels like to be at odds with someone Sometimes it seems like you are speaking completely different languages Cognitive neuroscientist Dr Dawna Markova and communication expert Angie McArthur have spent years developing and implementing tools to help people find common ground In Reconcilable Differences they provide the strategies you need to bridge the gap at the heart of your differences with others Each of us possesses rational intelligence the capacity to divide information into discrete categories processes and logical steps But you may not realize that the secret to building bridges between people lies hidden in your relational intelligence the way you communicate understand learn and trust Reconcilable Differences shows you how to map mind patterns the secret to pinpointing communication pitfalls and identify thinking talents the catalysts for peak performance You will gain insights into how you learn in order to turn doubt into trust and uncertainty into productive engagement Brimming with anecdotes and advice not only from the authors files but also from their own experiences as a mother and daughter in law who are like night and day Reconcilable Differences is your guidebook for making profoundly positive change with those you care about Advance praise for Reconcilable Differences Reconcilable Differences offers an inspiring way to bridge differences with someone you care about It will help you identify and improve your relational intelligence and become a better communicator in the process Deepak Chopra co author of You Are the Universe Discovering Your Cosmic Self and Why

It Matters Dawna Markova and Angie McArthur offer an extremely insightful road map to navigating the diverse ways each of us approaches making ourselves understood as well as the way we tend to hear others The insights and strategies herein are simple and elegant The advice is as invaluable for success at work as it is for success in life Peter Sims founder and CEO Parliament Inc and author of Little Bets How Breakthrough Ideas Emerge from Small Discoveries True communication begins with understanding yourself and the way you are being understood This book is a powerful guide to self analysis and bridge building Suzy Amis Cameron co founder the MUSE School *Breakthrough Ideas* Tom ; Taylor Cardigan, A breakthrough idea is something new and different It changes how we think or behave What do people who have breakthrough ideas have in common Read the short biographies in this book to find out You will discover that each of these remarkable individuals had a powerful vision and the willingness to work hard for what they believed in **ALIEN Thinking** Cyril Bouquet, Jean-Louis Barsoux, Michael Wade, 2021-03-16 From three top innovation experts at IMD Business School comes a smart new model for innovative thinking and problem solving How do people come up with truly original ideas For the past decade the authors of this book have studied individuals who have made leaps of creativity inventors scientists doctors entrepreneurs and artists and concluded that there are five patterns of thinking that distinguish them from the rest of us These five patterns Attention Levitation Imagination Experimentation and Navigation lead to a fresh and flexible approach to problem solving Alien thinkers know how to free the imagination so it can detect hard to observe patterns They practice deliberate ways to retreat from the world in order to see the big picture underlying a problem And they have learned how to change their prototype ideas in systematic ways to reflect feedback and the constraints of reality Through surprising and compelling stories the authors show how readers can adopt their five patterns of thinking and use it to develop world changing ideas From the WHO's first major breakthrough in treating the Ebola virus to the balloonist Bertrand Piccard's first circumnavigation of the Earth without using fuel and a British inventor's device that creates electrical power from human footsteps ALIEN Thinking can help any of us find innovative solutions to the most difficult problems **Winning the Brain Game: Fixing the 7 Fatal Flaws of Thinking** Matthew E. May, 2016-05-23 Mindful thinking is the new competitive edge Science confirms the distinction between the biological brain and the conscious mind Each day a game of mind versus matter plays out on a field defined by the problems we must solve Most are routine and don't demand a more mindful approach It is when we're faced with more difficult challenges that our thinking becomes vulnerable to brain patterns that can lead us astray We leap to solutions that simply don't work We fixate on old mindsets that keep us stuck in neutral We overthink problems and make them worse We kill the ideas of others as well as our own Worse we keep doing these things over and over again naturally and instinctively But it doesn't have to be that way In Winning the Brain Game author and creative strategist Matthew E May explains these and other fatal flaws of thinking catalogued over the course of ten years and hundreds of interactive creative sessions in which he gave more than 100 000 professionals a thought challenge based on a

real case far less complex than their everyday problems Not only did less than 5% arrive at the best and most elegant solution but the solutions given were remarkably similar revealing seven observable problem solving patterns that can block our best thinking Calling on modern neuroscience and psychology to help explain the seven fatal flaws May draws insights from some of the world s most innovative thinkers He then blends in a super curated field tested set of fixes proven through hundreds of creative sessions to raise our thinking game to a more mindful level Regardless of playing field mindful thinking is the new competitive advantage and the seven fixes are a magic set of tools for achieving it Winning the Brain Game will lead you to better decision making higher levels of creativity clearer strategies and overall success in business work and life

ALIEN Thinking Cyril Bouquet, Jean-Louis Barsoux, Michael Wade, 2021-03-16 How do people come up with truly original ideas The answer is to think outside the box way outside For the past decade Cyril Bouquet Jean Louis Barsoux and Michael Wade professors of innovation and strategy at IMD Business School have studied inventors scientists doctors entrepreneurs and artists These people or aliens as the authors call them are able to make leaps of creativity and use five patterns of thinking that distinguish them from the rest of us These five patterns Attention Levitation Imagination Experimentation and Navigation lead to a fresh and flexible approach to problem solving Alien thinkers know how to free the imagination so it can detect hard to observe patterns They practice deliberate ways to retreat from the world in order to see the big picture underlying a problem And they approach ideas in systematic ways that reflect the constraints of reality Through surprising and compelling stories the authors show how readers can use this method to develop out of this world ideas ALIEN Thinking can help any of us find innovative solutions to the most difficult problems [Where Good Ideas Come From](#) Steven Johnson, 2010-10-05 A fascinating deep dive on innovation from the New York Times bestselling author of How We Got To Now and Unexpected Life The printing press the pencil the flush toilet the battery these are all great ideas But where do they come from What kind of environment breeds them What sparks the flash of brilliance How do we generate the breakthrough technologies that push forward our lives our society our culture Steven Johnson s answers are revelatory as he identifies the seven key patterns behind genuine innovation and traces them across time and disciplines From Darwin and Freud to the halls of Google and Apple Johnson investigates the innovation hubs throughout modern time and pulls out the approaches and commonalities that seem to appear at moments of originality

Decoding **Little Bets How Breakthrough Ideas Emerge From Small Discoveries**: Revealing the Captivating Potential of Verbal Expression

In an era characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its capability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Little Bets How Breakthrough Ideas Emerge From Small Discoveries**," a mesmerizing literary creation penned with a celebrated wordsmith, readers set about an enlightening odyssey, unraveling the intricate significance of language and its enduring affect our lives. In this appraisal, we shall explore the book is central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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Little Bets How Breakthrough Ideas Emerge From Small Discoveries Introduction

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