



FRAMING YOUR CHALLENGE Market online for new sales Improve website for customers Market and sell to target market Communicate with public New products & services Gain more customers Generate more revenue Improve our organization







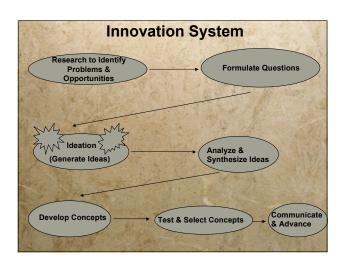








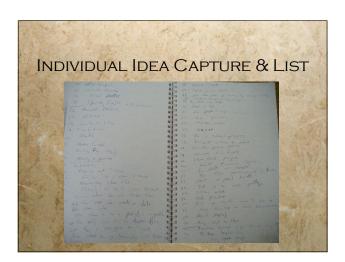




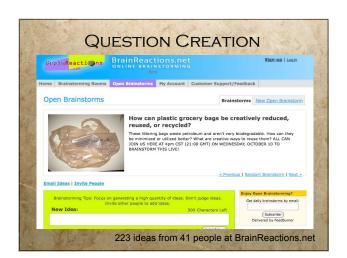
Planning, Facilitating, & Analyzing Where do you spend your time? BEFORE THE STORM BRAINSTORM 13.5 HOURS 3 HOURS 13.5 HOURS 45% OF TIME 10% OF TIME 45% OF TIME THE MORE TIME INVESTED INTO PLANNING BEFORE THE STORM = THE MORE IDEAS YOU WILL GAIN DURING THE BRAINSTORM = THE MORE TIME NEEDED TO ANALYZE IDEAS AFTER THE STORM

TIPS FOR GENERATING IDEAS

- CAPTURE ALL OF YOUR IDEAS. WRITE EVERYTHING DOWN ON YOUR IDEA LIST SHEETS OR CAPTURE WITH YOUR COMPUTER.
- FOCUS ON QUANTITY. TRY TO GENERATE HUNDREDS OF IDEAS!
- DO NOT JUDGE YOUR IDEAS. WE ARE ONLY AT THE IDEA GENERATION STAGE NOW. YOU WILL BE ABLE TO ANALYZE AND JUDGE LATER.
- QUALITY COMES FROM QUANTITY. IF YOU COME UP WITH 100 IDEAS, ODDS ARE SOME OF THEM WILL BE GREAT. WHEN FINISHED, REVIEW YOUR LIST AND SELECT THE BEST TO DEVELOP FURTHER. THE BEST IDEAS COME TOWARDS THE END.



Activity Quick Top of the Mind "BrainRain" of Question Ideas 1. How do we help companies generate more ideas as part of their culture? 2. How do we help an individual choose and be facilitated through their own innovation project? 3. How do we help companies generate ideas focused on real problems from their stakeholders? 4. How could a person innovate their organization from their own space? 5. How do we use Web 2.0 to train people in innovation? 6. How do we help others be systematic, creative, & collaborative in ideation? 7. What types of innovation activities could we automate online? 8. How do we make innovation or brainstorming training common like management training? 10. How do we intersect the trend of e-learning with brainstorming? 11. How do we enable colleges to create and foster entrepreneurial ideas? 12. How could we virtually facilitate innovation & ideation sessions?





Activity Questions that grow in different directions

How do you innovate in a structural context of scarcity/bureaucracy?

In what ways might you foster innovation?

What are new ideas that might innovate your personal life, organization, department, or project?

4nnovate-Resources-Time-Efficiency-Technology

Org-Dept-Project-E-Learning - Web 2.0 - Social Networks - Facebook/Twitter

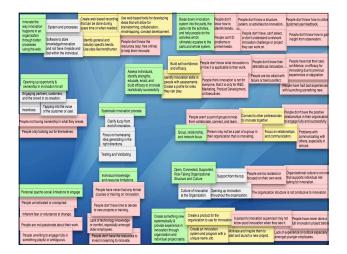
TECHNOLOGY PRODUCTS BRAINSTORM

- 1. Capturing and sharing the moment How do you take a great picture (keep it from being blurry, poor settings)? How do you get it from your camera to
- your friends?
 a. Digital cameras
 - b. Video cameras
- c. PC applications (Iphoto)
- d. Web applications (YouTube, Flickr) e. Printers & services (Ofoto) 2. How could your cell phone be a better tool for you to get around locally?
- What could a cell phone give you that would make life easier? What else would you like to control using your cell phone?

 a. GPS b. Web access c. Apps d.Home automation
- 3. There are technologies that can drop a liquid's temperature by 30 degrees in 3 minutes in golf ball sized package how would you use it? What if it was a quarter-sized package? What could new applications or products be?

 a. Coolers b. lee makers c. Commercial, Residential (freezers) d. Packaging cans, bottles e. Healthcare (Injuries/organs)





STRATEGIC QUESTIONING BASED ON INSIGHT THEMES

- 1. WHAT ARE IDEAS AROUND WHAT AN OPEN, CONNECTED, SUPPORTED, RISK-TAKING ORGANIZATIONAL STRUCTURE AND CULTURE COULD BE LIKE OF FEATURE?
- 2. WHAT ARE IDEAS AROUND WHAT A GROUP, RELATIONSHIP, OR NETWORK FOCUS TO INNOVATE IN OUR ORGANIZATION COULD BE LIKE OR FEATURE?
- 3. HOW MIGHT WE INNOVATE THE WAY INNOVATION HAPPENS IN AN ORGANIZATION THROUGH BETTER PROCESSES USING THE WEB?
- 4. HOW MIGHT WE BREAK DOWN INNOVATION SYSTEM INTO THE PARTS, THE PARTS INTO THE ACTIVITIES, AND HELP PEOPLE DO THE ACTIVITIES WHICH ULTIMATELY EQUATES TO THE PARTS AND WHOLE SYSTEM?
- 5. How might we assess individuals, identify strengths, educate, enact, and build efficacy to innovate realistically successfully?
- WHAT MIGHT WE CREATE NEW SYSTEMATICALLY & PROVIDE EXPERIENCE IN INNOVATION THROUGH ORGANIZATION AND INDIVIDUAL PROJECT STARTS?

SPECIFIC QUESTION CREATION

GET MORE SPECIFIC TO THEME OF GREATEST INTEREST:

6. WHAT MIGHT WE CREATE NEW SYSTEMATICALLY & PROVIDE EXPERIENCE IN INNOVATION THROUGH ORGANIZATION AND INDIVIDUAL PROJECT STARTS?

NEW 6a. WHAT ARE IDEAS AROUND NEW PRODUCTS TO CREATE TO HELP PEOPLE INNOVATE IN OUR ORGANIZATION?

NEW 6B, WHAT ARE PRODUCTS THAT WOULD ALLOW ANY INDIVIDUAL IN OUR ORGANIZATION A CHANCE TO CREATE, CAPTURE, AND DEPOSIT, AND SHARE 10 IDEAS WITH COLLEAGUES?

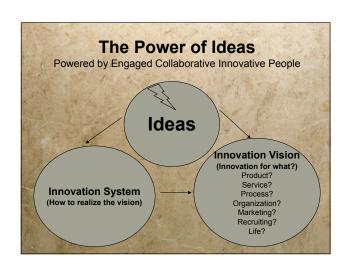
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SAM V Questions Stories Analogies Metaphors Visuals Create Questions that Generate Ideas that Stick!

Catalyzing Questions

Experiences
Nuisances
Benefits
Other Products

Quick Wins Create Questions that Access the Relevant Ideas



PROGRAM TO PROFESSIONALIZE BRAINSTORMERS

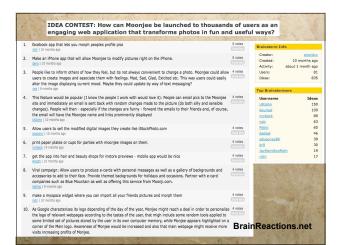
Train and develop the most creative consumers, brainstormers, and innovators

- RECRUITING
- SCREENING
- ASSESSING
- PROFILING TRAINING
- SELECTING
- INNOVATING

- PERFORMANCE HISTORY:
 2006 FIRST 10 PRO BRAINSTORMS
 AVERAGED 427 IDEAS PER SESSION
 POST TRAINING 10 BRAINSTORMS
 AVERAGED 732 IDEAS PER SESSION
 (2007)
- IDEAS PER BRAINSTORMER INCREASED FROM 42 TO 77 IDEAS PER SESSION



- 2008 brainstorms average over 1,000 ideas per session and over 100 per person.























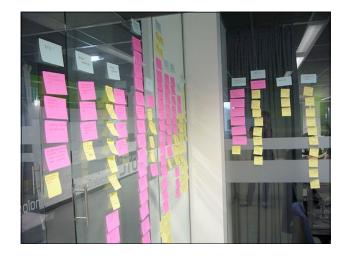








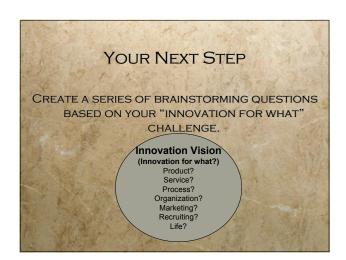






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What is the source of our system, program & activities? Working on many brands & product types with innovative Fortune 500 companies. Innovation Consultants from Innovation Trip, Innovation Conferences, PDMA, etc. Academic Research Books & Articles * Our own research & experience of hundreds of brainstorming & innovation sessions.

