



**BusinessConnect and SolutionsConnect**

It's time to make bold moves.

# Innovation is a STATE OF MIND

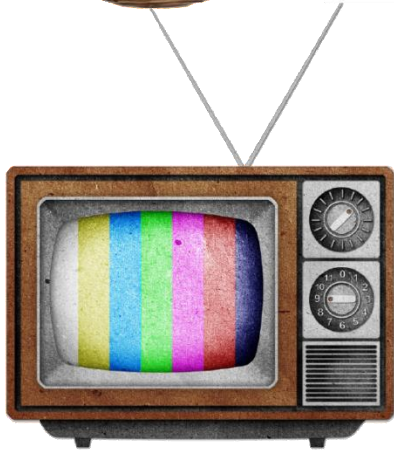
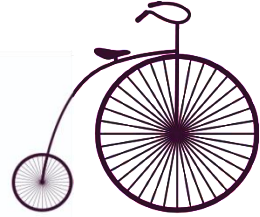
James O'Loughlin

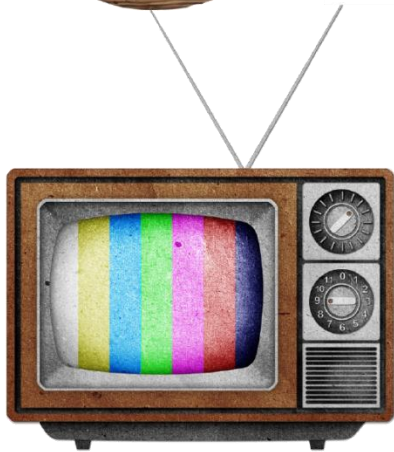






**LLOYD LINSON-SMITH**







microsoft innovation

Microsoft's Letting you...  
Microsoft's Letting you...  
Microsoft's Letting you...

Microsoft's Letting you...  
Microsoft's Letting you...  
Microsoft's Letting you...

INNOVATION

**THE NEWSROOM OF TOMORROW, TODAY**

From news to social media, the news is being...  
From news to social media, the news is being...  
From news to social media, the news is being...

**SOFTWARE FIRM TAKES THE TROPHY**

Software firm takes the trophy...  
Software firm takes the trophy...  
Software firm takes the trophy...

experiment creativity  
science collection analysis  
idea innovation  
research technology  
development  
concept invention  
decision prototype change

Talent Integrity  
Innovation Result

**\$1-TRILLION**  
in student debt—and the worst job market in years.

Rank of United States in college degrees held by 25- to 24-year olds. Down from No. 1.

**12th**

Increase in number of new students enrolled in for-profit colleges. **236%**

**INNOVATE YOUR WAY OUT OF THAT**

**Our Company Values**

- Integrity & Privacy
- Quality Service & Value
- Excellence & Innovation

change effort  
idea something  
also considered  
new growth

**Innovation**

customer policy  
must Va  
time  
business



**Award-winning innovations at AP.**

Award-winning innovations at AP...  
Award-winning innovations at AP...  
Award-winning innovations at AP...

**EXCELLENCE THROUGH INNOVATION**



**INNOVATION TO THE CORE**

A BLUEPRINT FOR TRANSFORMING THE WAY YOUR COMPANY INNOVATES

**SOME OF THE WORLD'S BEST INNOVATIONS HAPPENED IN GARAGES.**

AND YOU HAVE A GREAT IDEA IN YOU. WELCOME TO YOUR GARAGE.

ENTER THE INNOVATION GARAGE

**Soft seller**

Soft seller...  
Soft seller...  
Soft seller...

**INNOVATION IS YOUR FUTURE**



**'Innovation' kept us**

'Innovation' kept us...  
'Innovation' kept us...  
'Innovation' kept us...

**FIFTH OF A SIX-PART SERIES**

Fifth of a six-part series...  
Fifth of a six-part series...  
Fifth of a six-part series...





THINK



What do you **THINK** about?  
Where are the opportunities for innovation?



**“The best way to have a good idea  
is to have lots of ideas”**

Linus Pauling

Linus Pauling

© 2014 IBM Corporation



**“The best way to have a good idea  
is to have lots of ideas”**

Linus Pauling

**“The best way to have lots of ideas is to  
spend time trying to think of them”**

James O’Loghlin



**“Habitual thinking is the enemy of innovation”**

Professor Rosabeth Moss Kantor, Harvard Business School



# Breaking out of habitual thinking





# Breaking out of habitual thinking

## 1. Question everything









# Breaking out of habitual thinking

1. Question everything
2. What assumptions are you making





# Breaking out of habitual thinking

1. Question everything
2. What assumptions are you making
3. Sometimes the solutions are right in front of your eyes





# Breaking out of habitual thinking

1. Question everything
2. What assumptions are you making
3. Sometimes the solutions are right in front of your eyes
4. Think like a customer



Thinking is



Thinking is  
**HARD**



# VALUE





**VALUE**  
**Ideas are like balloons**

**Every great idea is started out  
sounding like a stupid idea**



# USE



**USE**

**Do the next thing**

**You need to go through a lot of ideas  
to get to a **GREAT IDEA****





THINK







# THINK VALUE



THINK  
VALUE  
USE





THINK



# THINK

- Make it clear it's part of the job



# THINK

- Make it clear it's part of the job
- If you **think** it's important, **act** like it's important

# THINK

- Make it clear it's part of the job
- If you **think** it's important, **act** like it's important

# VALUE

## THINK

- Make it clear it's part of the job
- If you **think** it's important, **act** like it's important

## VALUE

- Pitch ideas to a **person**

## THINK

- Make it clear it's part of the job
- If you **think** it's important, **act** like it's important

## VALUE

- Pitch ideas to a **person**
- **Thank** for bad ideas



## THINK

- Make it clear it's part of the job
- If you **think** it's important, **act** like it's important

## VALUE

- Pitch ideas to a **person**
- **Thank** for bad ideas

## USE

## THINK

- Make it clear it's part of the job
- If you **think** it's important, **act** like it's important

## VALUE

- Pitch ideas to a **person**
- **Thank** for bad ideas

## USE

- Be **accountable**

## THINK

- Make it clear it's part of the job
- If you **think** it's important, **act** like it's important


## VALUE

- Pitch ideas to a **person**
- **Thank** for bad ideas

## USE

- Be **accountable**
- Find the **end point** of each idea

**THANK YOU!**

 @Jamesologhlin



