

Business Model Innovation Boston Consulting Group

Carl W. Stern, Michael S. Deimler

Own the Future Michael S. Deimler, Richard Lesser, David Rhodes, Janmejaya Sinha, 2013-04-15 The world faces social, political, and economic turmoil on an unprecedented scale—along with unsettling levels of turbulence and volatility. Market leadership today is less of a predictor of leadership tomorrow. Therefore, senior executives today must strive to own the future. In *Own the Future*, The Boston Consulting Group, one of the world's most prestigious and innovative management consulting firms, offers a roadmap. Drawing on the firm's experience advising organizations on how to achieve and sustain competitive advantage, this book offers 50 ideas to help readers chart their organization's path to future leadership. The articles are organized along ten attributes critical to success in the current environment—adaptive, global, connected, sustainable, customer-first, fit to win, value-driven, trusted, bold, and inspiring. The future may be unknowable, but The Boston Consulting Group offers insights from its 50 years of practice on how readers can position their organization to win—to change the game and to own the future.

Your Strategy Needs a Strategy Martin Reeves, Knut Haanaes, Janmejaya Kumar Sinha, 2015 And, they avoid the common frustrations stemming from lack of perceived relevance and engagement around on the strategy process. How you choose and execute the right approach is the focus of this book. From Global BCG strategy experts Martin Reeves, Knut Haanaes, Janmejaya Sinha (and based on the bestselling article in *Harvard Business Review*), *Your Strategy Needs a Strategy* offers a practical guide to help you to match your approach to strategy to your environment and execute it effectively, to combine different approaches for companies which operate in multiple environments, and to lead your organization in making better strategic choices. Organizing approaches into five strategic archetypes—Be Big, Be Fast, Be First, Be the Orchestrator, Be Viable—the authors explain the conditions under which each is appropriate, when and how to execute each one, and how to avoid common strategy traps.

The Imagination Machine Martin Reeves, Jack Fuller, 2021-06-08 A guide for mining the imagination to find powerful new ways to succeed. We need imagination now more than ever—to find new opportunities, rethink our businesses, and discover paths to growth. Yet too many companies have lost their ability to imagine. What is this mysterious capacity? How does imagination work? And how can organizations keep it alive and harness it in a systematic way? *The Imagination Machine* answers these questions and more. Drawing on the experience and insights of CEOs across several industries, as well as

lessons from neuroscience, computer science, psychology, and philosophy, Martin Reeves of Boston Consulting Group's Henderson Institute and Jack Fuller, an expert in neuroscience, provide a fascinating look into the mechanics of imagination and lay out a process for creating ideas and bringing them to life: The Seduction: How to open yourself up to surprises The Idea: How to generate new ideas The Collision: How to rethink your idea based on real-world feedback The Epidemic: How to spread an evolving idea to others The New Ordinary: How to turn your novel idea into an accepted reality The Encore: How to repeat the process—again and again. Imagination is one of the least understood but most crucial ingredients of success. It's what makes the difference between an incremental change and the kinds of pivots and paradigm shifts that are essential to transformation—especially during a crisis. The Imagination Machine is the guide you need to demystify and operationalize this powerful human capacity, to inject new life into your company, and to head into unknown territory with the right tools at your disposal.

Beyond Great Arindam Bhattacharya, Nikolaus Lang, Jim Hemerling, 2020-10-08 Beyond Great will give readers everywhere the strategies they need to navigate a daunting new era of technological, economic, and social change. Supported by years of research and hands-on consulting practice, it will present a comprehensive framework for building a high performing, adaptive, and socially responsible global company. The book begins by taking an incisive look at the disruptive forces transforming globalization, including economic nationalism; the boom in data flows and digital commerce; the rise of China; heightened public concerns about capitalism and the environment; and the emergence of borderless communities of digitally connected consumers. The authors then offer nine core strategies that will help businesses today address and exploit these forces. Through compelling stories from real companies that have used these strategies to make change, Beyond Great argues that leaders today must evince a new kind of flexibility and light-footedness, constantly layering in new strategies and operational norms atop existing ones to allow for always-on transformation. Leaders must master a whole new set of rules about what it takes to be global, becoming shapeshifters adept at handling contradiction, multiplicity, and nuance. This book will show them how.

Business Model Innovation S.M. Riad Shams, Demetris Vrontis, Yaakov Weber, Evangelos Tsoukatos Rogdia, Gabriele Santoro, 2021-04-26 There has been growing interest on business models among academics and practitioners in recent years, as business model describes how an organization creates, distributes and captures value and, therefore, can be considered the DNA of the organization. Recently, factors related to digital transformation, the vital role of sustainability and social aspects, along with an increasing globalization, have pushed towards radical transformations in business models. This book aims to further our knowledge on business model innovation in new contexts of analysis and with new perspectives of investigation. Insights from business model innovation are presented from studies focusing on start-ups, small businesses and large businesses to provide a bigger picture on new dynamics connected to digital transformation, sustainability, new global

relationships. As such, the scope is on new ways to create value, new components and dynamics (such as digitalization and sustainability) concerning the key elements of the business model (value creation, value configuration and value capture), and new relationships between actors that may foster business model innovation. It represents a valuable resource for practitioners willing to innovate business models, academics aiming at finding new research lines, and students keen to learn more about business models.

Business Model Innovation Annabeth Aagaard,

Business Model Innovation Nicolai J. Foss, Tina Saebi, 2015 Business model innovation is an important source of competitive advantage and corporate renewal. An increasing number of companies have to innovate their business models, not just because of competitive forces but also because of the ongoing change from product-based to service-based business models. Yet, business model innovation also involves organizational change process that challenges existing processes, structures and modes of control. This volume features thirteen chapters written by authorities on business model innovation. The specific angle, and the novel feature of this book, is to thoroughly examine the organizational dimension of business model innovation. Drawing on organizational theory and empirical observation, the contributors specifically highlight organizational design aspects of business model innovation, focusing on how reward systems, power distributions, routines and standard operating procedures, the allocation of authority, and other aspects of organizational structure and control should be designed to support the business model the firm chooses. Also discussed is how existing organizational structures, capabilities, beliefs, cultures and so on influence the firm's ability to flexibly change to new business models.

The Boston Consulting Group on Strategy Carl W. Stern, Michael S. Deimler, 2012-06-14 A collection of the best thinking from one of the most innovative management consulting firms in the world For more than forty years, The Boston Consulting Group has been shaping strategic thinking in business. The Boston Consulting Group on Strategy offers a broad and up-to-date selection of the firm's best ideas on strategy with fresh ideas, insights, and practical lessons for managers, executives, and entrepreneurs in every industry. Here's a sampling of the provocative thinking you'll find inside: You have to be the scientist of your own life and be astonished four times: at what is, what always has been, what once was, and what could be. The majority of products in most companies are cash traps . . . [They] are not only worthless, but a perpetual drain on corporate resources. Use more debt than your competition or get out of the business. When information flows freely, reputation, more than reciprocity, becomes the basis for trust. As a strategic weapon, time is the equivalent of money, productivity, quality, even innovation. When brands become business systems, brand management becomes far too important to leave to the marketing department. The winning organization of the future will look more like a collection of jazz ensembles than a symphony orchestra. Most of our organizations today derive from a model whose original purpose was to control creativity. Rather than being an obstacle, uncertainty is the very engine of transformation in a business, a continuous source

of new opportunities. IP assets lack clear property lines. Every bit of intellectual property you can own comes with connections to other valuable innovations.

Sustainable Business Model Innovation David Young, Martin Reeves, 2023-10-23 Reimagining business models is a tall order for any management team, and especially so in today's business landscape of continual disruptive change. Having examined hundreds of businesses over the course of their research, the BCG Henderson Institute has developed a systematic approach for reimagining business models for economic and social sustainability, creating new modes of differentiation and advantage, embedding societal value into products and services, managing new performance measures, and reshaping business ecosystems to support these initiatives. This book explores the why, what, and how of sustainable business model innovation (SBM-I) – a new method by which corporations can optimize for both business and social value using their core businesses to deliver the financial returns expected by their owners and, in tandem, to help society meet its most significant challenges. It details the SBM-I innovation cycle linking to value creation and scaled transformation, and expands the application of SBM-I to sustainable business ecosystems and corporate lead sustainability alliances. Sustainable Business Model Innovation offers inspiration and guidance to create more competitive and sustainable companies. Your company's future, our environment, and society depend on doing so.

Seizing the White Space Mark W. Johnson, 2010-02-22 Business model innovation is the key to unlocking transformational growth—but few executives know how to apply it to their businesses. In *Seizing the White Space*, Mark Johnson gives them the playbook. Leaving the rhetoric to others, Johnson lays out an eminently practical framework that identifies the four fundamental building blocks that make business models work. In a series of in-depth case studies, he goes on to vividly illustrate how companies are using innovative business models to seize their white space and achieve transformational growth by fulfilling unmet customer needs in their current markets; serving entirely new customers and creating new markets; and responding to tectonic shifts in market demand, government policy, and technologies that affect entire industries. He then lays out a structured process for designing a new model and developing it into a profitable and thriving enterprise, while investigating the vexing and sometimes paradoxical managerial challenges that have commonly thwarted so many companies in their unguided forays into the unknown. Business model innovators have reshaped entire sectors—including retail, aviation, and media—and redistributed billions of dollars of value. With road-tested frameworks, analytics, and diagnostics, this book gives executives everything they need to reshape their businesses and achieve transformative growth.

Handbook of Business Model Innovation Christian Müller-Roterberg, 2021

Winning the '20s Martin Reeves, Kevin Whitaker, 2021-05-10 Over the past decade, businesses have faced relentless change on multiple dimensions, and the list of the world's largest companies has changed enormously. The keys to success

are likely to be just as different for the new decade. *Winning the '20s* analyzes the new competitive environment that businesses face and outlines what will it take to win in the 2020s. To stay ahead of the trends that are reshaping business, leaders need to rethink existing assumptions and retool their companies. Both traditional incumbents and younger digital giants will face very different but equally critical challenges in the 2020s—and would do well to learn from each other's strengths. This book discusses the new dimensions of competition that will affect corporate strategy in the next decade and how leaders can reinvent their organizations to be better suited for the new environment. The companies that succeed in the 2020s will look very different than they do today—they will have evolved their businesses to harness new technologies and reshaped their external relationships, organizations, and approaches accordingly. *Winning the '20s* will help business professionals as well as academics and students with an interest in strategy and leadership answer this critical question for the start of this decade: How should you prepare your company to avoid being left behind and emerge as a winner in a rapidly evolving business landscape?

Organizing for Digital Innovation Alessandra Lazazzara, Raoul C.D. Nacamulli, Cecilia Rossignoli, Stefano Za, 2018-06-29 This book presents a collection of research papers exploring the human side of digital innovation management, with a specific focus on what people say and share on social media, how they respond to the introduction of specific IT tools, and how digital innovations are impacting sustainability and inclusion. Given the plurality of views that it offers, the book is particularly relevant for digital technology users, companies, scientists and governments. The overall spread of digital and technological advances is enhanced or hampered by people's skills, behaviors and attitudes. The challenge of balancing the digital dimension with humans situated in specific contexts, relations and networks has sparked a growing interest in how people use and respond to digital innovations. The content of the book is based on a selection of the best papers - original double-blind peer-reviewed contributions - presented at the annual conference of the Italian chapter of the AIS, which was held in Milan, Italy, in October 2017.

Reinvent Your Business Model Mark W. Johnson, 2018-06-19 Named a Top 10 Business Strategy Book of 2018 by Inc. magazine In his pioneering book *Seizing the White Space*, Mark W. Johnson argued that business model innovation is the most proven path to transformational growth. Since then, Uber, Airbnb, and other startups have disrupted whole industries; incumbents such as Blockbuster, Sears, Toys R Us, and BlackBerry have fallen by the wayside; and digital transformation has become one of the business world's hottest (and least understood) slogans. Nearly a decade later, the art and science of business model innovation is more relevant than ever. In this revised, updated, and newly titled edition, Johnson provides an eminently practical framework for understanding how a business model actually works. Identifying its four fundamental building blocks, he lays out a structured and repeatable process for reinventing an existing business model or creating a new one and then incubating and scaling it into a profitable and thriving enterprise. In a new chapter on digital transformation,

he shows how serial transformers like Amazon leverage business model innovation so successfully. With rich new case studies of companies that have achieved new success and postmortems of those that haven't, *Reinvent Your Business Model* will show you how to: Determine if and when your organization needs a new business model Identify powerful new opportunities to serve your existing customers in existing markets Reach entirely new customers and create new markets through disruptive business models and products Seize opportunities for growth opened up by tectonic shifts in market demand, government policy, and technologies Make business model innovation a more predictable discipline inside your organization Business model innovation has the power to reshape whole industries--including retail, aviation, media, and technology--redistributing billions of dollars of value. This book gives you the tools to reshape your own company for enduring success. *Reinvent Your Business Model* is the strategic innovation playbook you need now and in the future.

Payback James P. Andrew, Harold L. Sirkin, John Butman, 2007-01-09 If you're like most people, you bet your career and company on innovation--because you must. *Payback: Reaping the Rewards of Innovation* offers you a new way to think about and manage innovation that will dramatically improve the odds of success. Authors James Andrew and Harold Sirkin, senior partners in The Boston Consulting Group, describe an approach to managing innovation based on the concept of a cash curve--which tracks investment against time. They ask the questions you need to ask: How much should you invest in a new product or service? How fast should you push it to market? How quickly can you get to optimal value? How much additional investment should you pour into sustaining and building the product or service? *Payback* offers you practical and economically sound advice on when to pursue cash flow indirectly by first pursuing other benefits, such as brand and knowledge. It also shows you how to reshape the cash curve by using different business models--integrator, orchestrator, and licensor--each of which balances risk and reward differently. The authors then present a short list of decisions and activities that you must make--not delegate--to achieve a high return on innovation. You won't find facile answers in *Payback*--but you will find valuable insights and practical guidance for mastering one of the most challenging and critical business activities: innovation.

RESTART Sustainable Business Model Innovation Sveinung Jørgensen, Lars Jacob Tynes Pedersen, 2018-07-31 Taking the business model as point of departure, this open access book explores how companies and organizations can contribute to a more sustainable future by designing innovative models that are both sustainable and profitable. Based upon years of research, it draws together theoretical foundations and existing literature on the topic of sustainable business alongside case studies and practical solutions. After examining the theoretical foundations of sustainable business model innovation, the authors present their own framework - RESTART. Consisting of seven factors, this framework can be the basis for restarting any business model. The final section outlines a research agenda for sustainable business informed by the perspectives and frameworks put forward in this book.

Open Business Models Henry Chesbrough,2006-12-06 In his landmark book Open Innovation, Henry Chesbrough demonstrated that because useful knowledge is no longer concentrated in a few large organizations, business leaders must adopt a new, “open” model of innovation. Using this model, companies look outside their boundaries for ideas and intellectual property (IP) they can bring in, as well as license their unutilized home-grown IP to other organizations. In Open Business Models, Chesbrough takes readers to the next step—explaining how to make money in an open innovation landscape. He provides a diagnostic instrument enabling you to assess your company’s current business model, and explains how to overcome common barriers to creating a more open model. He also offers compelling examples of companies that have developed such models—including Procter & Gamble, IBM, and Air Products. In addition, Chesbrough introduces a new set of players—“innovation intermediaries”—who facilitate companies’ access to external technologies. He explores the impact of stronger IP protection on intermediate markets for innovation, and profiles firms (such as Intellectual Ventures and Qualcomm) that center their business model on innovation and IP. This vital resource provides a much-needed road map to connect innovation with IP management, so companies can create and capture value from ideas and technologies—wherever in the world they are found.

Implementation Strategies of Business Model Innovations within Established Firms Harald Augeneder,2014-09-15 This paper aims to expand and improve strategies used by established companies for the implementation of new business models. Existing literature in this field is highly fragmented. Therefore it is difficult for practitioners and researchers to get an understanding. This research connected a comprehensive literature review with empirical insights from case studies to enhance the academic know-how in this field. This combination aimed to lead to a better understanding and should make the theory more applicable. Consequently, the goal was to facilitate business model implementation in order to be more often used by practitioners as innovation tool. The findings from the research disclosed that all analyzed companies used often the same core strategies in their transition process. These strategies were used implicitly and advanced the companies' implementation process significantly. The results identified parallels between the literature and the case studies, which permitted a more generalized explanation of the insights and supported the study's external validity.

The Innovation Approach David C. Roach,2024-12-04 Revisiting the fundamentals of innovation by considering the strengths and weaknesses of Design Thinking and the Lean Startup, expert David C. Roach focuses on innovation management and emphasizes the importance of managing the front-end of innovation, where critical decisions are made and concepts are shaped.

The Inevitable Company Alexander Osterwalder,Yves Pigneur,Alan Smith,Frederic Etienne,2020-04-14 The long-awaited follow-up to the international bestsellers, Business Model Generation and Value Proposition Design Alex Osterwalder and Yves Pigneurs’ 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.

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