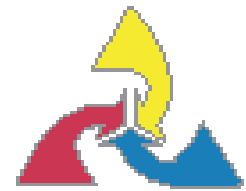


Working Hand In Hand...
To Create Your Future



AIT Group
Create the Future
www.theaitgroup.com

Tactical Innovation Workshop

The Tactical Innovation Workshop facilitates the identification, prioritization, and implementation of unique strategies and solutions to address a specific purpose or situation. The workshop's approach to strategy has resulted from over 40 years of research and is further supported from experience with over 200 clients over 30 years. It leverages science, methodology, and technology.

It is part of the fabric of business life to be involved in ongoing meetings to formulate strategies and solutions to address business challenges, customer relationships, operations, sales & marketing, and countless other problems. The strategies and ideas that emerge (no matter how small) are important to the competitiveness of the business. Elliot Jacques (first advanced in 1956) Theory: What really matters in any organization is not how many people you manage, not how much money you have under your control, but how binding your decisions are on the life span of an organization. A better strategy planning process leads to better decisions. AIT Farsight's Tactical Innovation Workshop will facilitate the best strategy and solution development.

The workshop science is Transformation Theory and it describes "What is Change" and "What does Innovation have to do with it?" It gives participants a new way to look at their business and an understanding of when inventing, versus improving, versus innovating is required in a strategy.

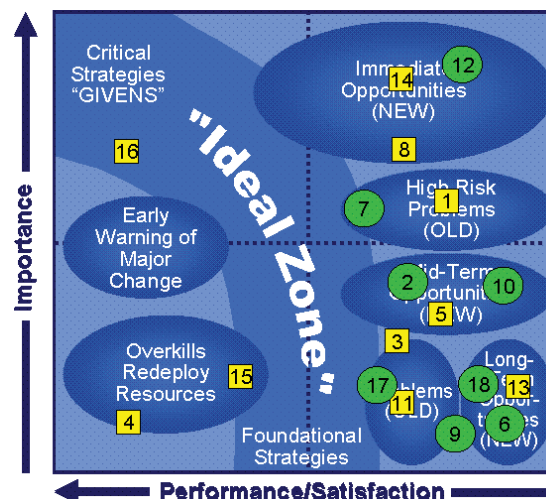
The workshop methodology is how we translate knowledge about Innovation into something that people can use and will support. The participants are guided through a process for strategy identification that is preceded by an exercise to allow participants to discover their own creativity. This increases the number and quality of the ideas to be considered in the strategy and solution development, and is essential to a Breakthrough outcome.

DELIVERING TOMORROW'S RESULTS TODAY

BENEFITS AND DELIVERABLES OF A TARGETED INNOVATION WORKSHOP

- Leverages state of the art technology to facilitate group decision making techniques
- Process was developed based on scientific research regarding the decision making process
- Allows for anonymous voting providing a safe environment to express honest opinions
- Ensures all participation from all involved
- Facilitates non-emotionally driven communication between participants building relationships
- Clearly understood purpose statement and situation requiring change
- Established case for change indicating need for innovation to successfully achieve desired state
- Opportunities for greatest potential strategies producing desired outcome
- Engages team in a dynamic creative thinking process
- Application of innovative thinking to create strategies/solutions
- Prioritization of potential solutions addressing specific situation
- Consensus on critical go-forward innovation initiatives to achieve desired state
- Solution implementation plan

TACTICAL INNOVATION WORKSHOP PROFILE ATTRIBUTES



"I have participated in over twenty years of these sessions at Exxon and other major companies.

The FarSight Innovation process surpasses these by at least an order of magnitude."

Michael E. Spaeth
Corporate Vice President
Science Applications
International Corporation

For more information on AIT Group's Innovation service please call:

888-826-2484

AIT Group Service Areas



COMPETITIVE STRATEGY & INNOVATION



VALUE & OPPORTUNITY IDENTIFICATION



VALUE CHAIN TRANSFORMATION



LEAN SIX SIGMA & DFSS DEPLOYMENT