

Strategy and Innovation

Many consultants can help you write a strategic plan. We help you to develop a strategy. A strategy is needed when you need to do something differently to hit a high target. They enable you to hit high targets where you must do something differently. Strategies must offer comparative advantage over present approaches and must be crafted to connect upward to vision, mission, and logic and downward to tactics and activities. Strategies make all behavior, activities, and processes intentional to achieving a result.

Our product has two starting points. One comes from outside and one from within. On the external front, we guide you to examine approaches used by nonprofits who achieve at an exceptionally high level. We start here to avoid the insularity of many nonprofits who stay with the comfort of what they now do.

From within comes the search for innovators, or Sparkplugs as we call them, who will try something new and build on what works. This is innovation and it comes from individuals who move from being critics of a current practice to suggesters of a new approach to innovators who test the ability of something new to outperform an existing practice. We introduce an approach called Seeding Innovation. It prompts ideas from those with an itch to act in all parts of your organization. Consensus or even general agreement is set aside such that divergent ideas have a chance to be tried.

The outside and inside strands come together in one or more defined strategies. They are informed by what others have achieved and by small projects sparked by innovators in your organization. We suggest formats that best activate strategy. One is that of design. You don't write a plan. You design a solution. Another is mapping. Unlike a plan or other narrative, it is hard to wordsmith a map!

This product is for organizations that already have a Results Framework in place. We often suggest a two-month period for learning from elsewhere and initial seeding of innovation. A third month should complete strategy and strategic design. This product is often packaged with a Result Framework. The minute you have results, time to look at what you will do differently to achieve them. When packaged, the Results Framework with Strategy and Innovation take five to six months to design and activate.

RESULTS



For more information about this or any of our products or to schedule a consultation, visit Results1st.org, email info@results1st.org, or call [941-479-2714](tel:941-479-2714).