

40 Inventive (Business) Principles with Examples

By Darnell MANN and Ellen DOMB

Principle 1. Segmentation

A. *Divide an object into independent parts.*

- Divide an organization into different product centers.
- Autonomous profit centers.
- Use a work breakdown structure for a large project.
- Franchise outlets
- Image/Value/Satisfaction segmentation of customer purchase related preferences (Reference 3, pp86-8)
- Kano Diagram - Excitement, Performance, and Threshold product attribute parameters.
- Marketing segmentation by demographics, sociographics, psychographics, lifestyles, etc (creation of 'micro-niches' - Reference 3, p85)
- Segmentation of 'idea management' process into Fertilization, Seeding, and Incubation phases (Reference 3, p128)
- Strength/Weakness/Opportunity/Threat (SWOT) analysis
- Min Basadur 8 step 'Simplex' innovation process (4)

B. *Make an object easy to disassemble.*

- Flexible pensions
- Use of temporary workers on short-term projects
- Flexible Manufacturing Systems
- Modular furniture/offices
- Container shipment

C. *Increase the degree of fragmentation or segmentation.*

- Quality Circles.
- 'Empowerment' - segmentation of decision making.
- Distance learning (also 'Taking Out')
- Virtual office/remote working (also 'Taking Out')
- 'Creative Segmentation' - 'high performance small car', 'easy to use SLR', 'cordless power tool' (Reference 3)

Principle 2. Taking out

Separate an interfering part or property from an object, or single out the only necessary part (or property) of an object.

- Breakdown barriers between departments (Point No.9 of Deming's Fourteen Points (5)).
- Eliminate exhortations (Point No.10 of Deming's Fourteen Points (5))
- Eliminate targets (Point No.11 of Deming's Fourteen Points (5)).
- Drive Out Fear (Point No.8 of Deming's Fourteen Points (5))
- 'Separate the PEOPLE from the PROBLEM' ('Getting To Yes' (6)).
- 'Lean Manufacture' (7)
- USP advertising
- Just-In-Time inventory management
- Activity-Based Costing instead of allocation cost accounting.
- Separate development and production activities - skunkworks, tiger-teams, etc.

40 Inventive Business Principles With Examples

Clemens Wendtner



40 Inventive Business Principles With Examples:

This book delves into 40 Inventive Business Principles With Examples. 40 Inventive Business Principles With Examples is a vital topic that must be grasped by everyone, ranging from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into 40 Inventive Business Principles With Examples, encompassing both the fundamentals and more intricate discussions.

1. This book is structured into several chapters, namely:
 - Chapter 1: Introduction to 40 Inventive Business Principles With Examples
 - Chapter 2: Essential Elements of 40 Inventive Business Principles With Examples
 - Chapter 3: 40 Inventive Business Principles With Examples in Everyday Life
 - Chapter 4: 40 Inventive Business Principles With Examples in Specific Contexts
 - Chapter 5: Conclusion
 2. In chapter 1, the author will provide an overview of 40 Inventive Business Principles With Examples. The first chapter will explore what 40 Inventive Business Principles With Examples is, why 40 Inventive Business Principles With Examples is vital, and how to effectively learn about 40 Inventive Business Principles With Examples.
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