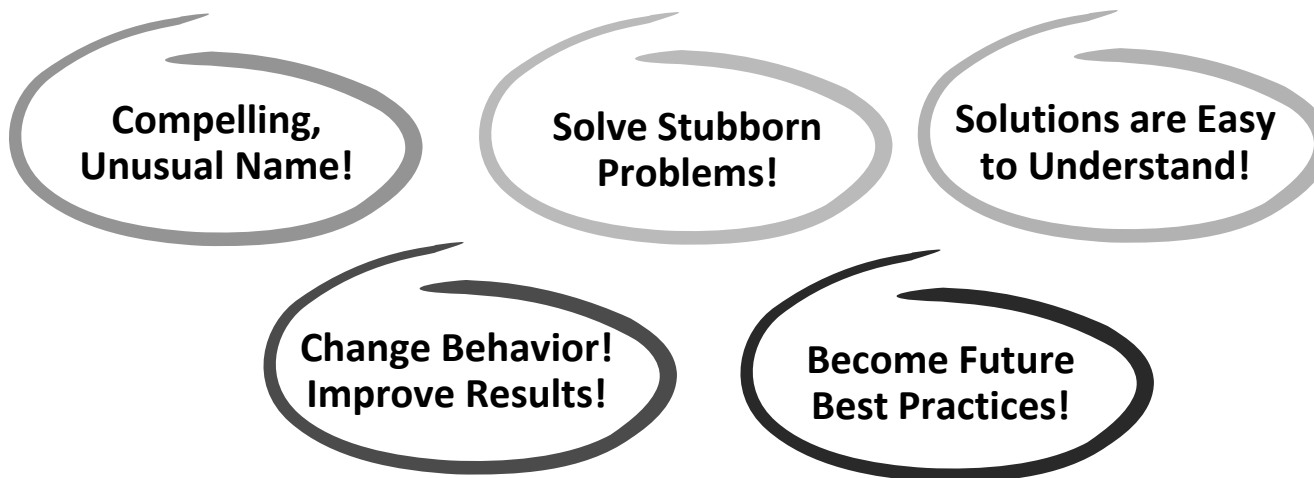


5 Elements of Disruptive & Transformational Consulting Solutions



Examples of Disruptive Solutions since 1954

- “MBOs” - Managing by Objectives Peter Drucker, 1954
- “TQM” -Total Quality Management Edward Deming, 1960
- “Lean” - Lean Manufacturing, Toyota, 1990’s
- Zero Based Budgeting - Pete Pyhrr, Texas Instruments 1970
- Balanced Scorecard - Kaplan & Norton, 1992
- Open Book Management – John Case, 1993
- Business Model Canvas - Alexander Osterwalder, 2008
- Agile Software Development - Scott Adams, 2011



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Let's Assess Your Consulting Solutions!

| | |
|---|----------------------------|
| <p>1. What is the name of your best selling solution?</p> <p>- Compelling? Unusual? Attract attention? - Why?</p> | <p>Yes No Maybe</p> |
| <p>2. What problem does it solve?</p> <p>- Is it an important, plaguing, stubborn, common problem?</p> | <p>Yes No Maybe</p> |
| <p>3. Is this solution easy to understand, minimal explanation?</p> <p>- What makes it so easy?</p> | <p>Yes No Maybe</p> |
| <p>4. Does solution improve outcomes & results?</p> <p>- What outcomes? - What causes the improvement?</p> | <p>Yes No Maybe</p> |
| <p>5. Could this solution become a national best practice?</p> <p>- Is it reproducible? Licensable? - Why? Why not?</p> | <p>Yes No Maybe</p> |
| <p>6. Do you consider this solution Disruptive & Transformational?</p> | <p>Yes No Maybe</p> |
| <p>7. Is this solution generating substantial revenues and profit for you?</p> <p>- If so...why? If not, why not?</p> | <p>Yes No Maybe</p> |