

# THE OTHER SIDE OF INNOVATION

SOLVING THE  
EXECUTION CHALLENGE

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*Ideas are only beginnings*

*Conflict between innovation and ongoing operations is inevitable*

*Innovation initiatives require a special team and a special plan*

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*Define a partnership between a Dedicated Team and the Performance Engine*

*Understand the Performance Engine's limits*

*The Performance Engine must sustain excellence in ongoing operations*

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*Don't build a Little Performance Engine*

*Act as though you are building a new company from scratch*

*Expect discomfort*

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*Be positive, persuasive, and collaborative*

*Get help from senior executives*

*Anticipate conflict and act in advance*

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