

# 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

**Tao Wei**



## **40 Inventive Business Principles With Examples:**

## **40 Inventive Business Principles With Examples** Book Review: Unveiling the Magic of Language

In a digital era where connections and knowledge reign supreme, the enchanting power of language has been apparent than ever. Its ability to stir emotions, provoke thought, and instigate transformation is truly remarkable. This extraordinary book, aptly titled "**40 Inventive Business Principles With Examples**," published by a very acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound effect on our existence. Throughout this critique, we will delve to the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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