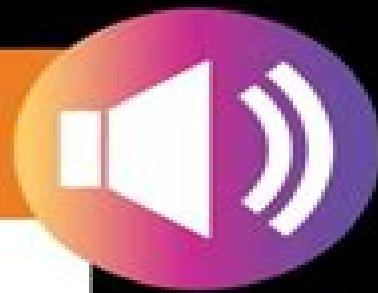
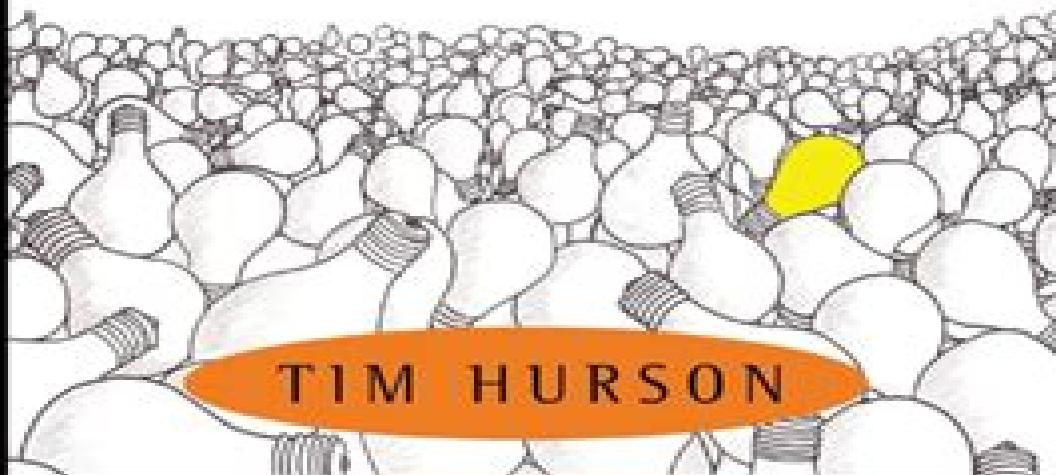


AN INNOVATOR'S GUIDE TO
PRODUCTIVE THINKING



THINK BETTER

(your company's future depends on it...
and so does yours)



TIM HURSON

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Think Better: An Innovator's Guide to Productive Thinking Tim Hurson, 2017-10-27 Success isn't about what you know. It's about how you think. Building a great career and an enriching life isn't rocket science. It's about understanding more clearly, thinking more creatively and planning more effectively. This guide to productive thinking will help you do exactly that. Whether you need to solve business problems, create new opportunities or improve your personal life, Think Better offers the principles and tools you need. Author Tim Hurson takes you through the critical steps you need to Commit to Change. Discover how what's working often blinds us to what's possible. Recognize that every frustration is an opportunity in disguise. Imagine a future of creative possibilities. Integrate the Principles of Productive Thinking. Don't just think outside the box. Recognize that for productive thinkers there is no box. Unlock the creative ideas in the third third of your consciousness: ideas that are always there but often hovering just out of reach. Take Active Steps to Focus on and Solve Problems. Use the thinking tools in this book to make the unexpected connections that are at the heart of all creative ideas and implementable solutions. It's a myth that people are either born productive thinkers or not. Productive thinking is a skill that can be taught, learned, practiced and mastered by anyone. Thinking better leads to doing better and ultimately to being better in business and in life. With productive thinking you can take on challenges in ways you never dreamed possible. Think Better (your Company's Future Depends on It-- and So Does Yours) Tim Hurson, 2008 Annotation: There are thousands of books about thinking. But there are very few books that provide clear how-to information that can actually help you think better. Think Better is about Productive Thinking: why it's important, how it works and how to use it at work, at home and at play. Productive Thinking is a game changer, a practical, easy-to-learn, repeatable process that helps people understand more clearly, think more creatively and plan more effectively. It's based on the thinking strategies that people we celebrate for their creativity have been using for centuries. Tim Hurson brings Productive Thinking out of the closet and presents it in a way that makes it easy for anyone to grasp and use. So you can think better, work better and do better in every aspect of your life. Think Better demonstrates how you can start with an intractable technical problem, an unmet consumer need or a gaping chasm in your business strategy and, by following a clearly defined practical thinking process, arrive at a robust, innovative solution. Many companies use the Productive Thinking model to generate fresh solutions for tough business problems and many individuals rely on it to solve pressing personal problems. The principles you'll find in Think Better are straight forward: separate your thinking into creative thinking and critical thinking, stay with the question, strive for the third third by generating lots and lots of ideas and look for unexpected connections. The model consists of six interlocking steps: Step 1: What's Going On? Explore and truly understand the challenge. Step 2: What's Success? Envision the ideal outcome and establish success criteria. Step 3: What's the Question? Pinpoint the real problem or opportunity. Step 4: Generate Answers. List many possible solutions. Step 5: Forge the Solution. Decide which solution is best. Then make it better. Step 6: Align Resources. Create an action plan. Tim Hurson starts

by explaining how we all build inner barriers to effective thinking He identifies our habits of thinking that severely limit our behavior from monkey mind to gator brain Then he demonstrates how to overcome these barriers More than anything productive thinking is an attitude that will let you look at problems and convert them into opportunities At the end of this disciplined brainstorming process you ll have a concrete action plan complete with timelines and deadlines The book is filled with many of Hurson s original brainstorming tools that will empower you to generate organize and process ideas For example you can identify your best ideas using the five C s Cull Cluster Combine Clarify and Choose And you can transform an embryonic idea into a robust solution with POWER which stands for Positives Objections What else Enhancements and Remedies To create the future you first must be able to imagine it Productive thinking is a way to help you do that **Think Better** Hurson,2000 In today s business environment innovation and creativity are at a premium Corporate consultant Tim Hurson shows you how to think more productively no matter what professional level you re at According to Hurson we can be retrained to think again and think better For the past 25 years he s been teaching the world s largest organizations how to use Productive Thinking based on more than 50 years of academic research that Hurson has distilled into a proven 6 step system Think Better is filled with fun stimulating ways to spark fresh ideas discover unexpected solutions and implement new strategies faster smarter and better than readers would have ever thought possible

Summary: Think Better

BusinessNews Publishing,2014-11-12 The must read summary of Tom Hurson s book Think Better Your Company s Future Depends on It and So Does Yours This complete summary of the ideas from Tom Hurson s book Think Better shows how success in your personal or professional life is not so much a function of what you know but how well you think In his book the author reveals that the better you are at productive thinking the richer and fuller your life will become This summary explains how you can learn to think productively by combining two distinct thinking styles creative and critical By learning and applying this method you can be sure that you will achieve success in all areas of life Added value of this summary Save time Understand key concepts Expand your business knowledge To learn more read Think Better and discover how you can learn to think your way to success

Think Better: An Innovator's Guide to Productive Thinking

Tim Hurson,2010-03-03 There are thousands of books about thinking But there are very few books that provide clear how to information that can actually help you think better Think Better is about Productive Thinking why it s important how it works and how to use it at work at home and at play Productive Thinking is a game changer a practical easy to learn repeatable process that helps people understand more clearly think more creatively and plan more effectively It s based on the thinking strategies that people we celebrate for their creativity have been using for centuries Tim Hurson brings Productive Thinking out of the closet and presents it in a way that makes it easy for anyone to grasp and use so you can think better work better and do better in every aspect of your life Think Better demonstrates how you can start with an intractable technical problem an unmet consumer need or a gaping chasm in your business strategy and by following a clearly defined practical thinking

process arrive at a robust innovative solution Many companies use the Productive Thinking model to generate fresh solutions for tough business problems and many individuals rely on it to solve pressing personal problems The principles you ll find in Think Better are straight forward separate your thinking into creative thinking and critical thinking stay with the question strive for the third third by generating lots and lots of ideas and look for unexpected connections The model consists of six interlocking steps Step 1 What s Going On Explore and truly understand the challenge Step 2 What s Success Envision the ideal outcome and establish success criteria Step 3 What s the Question Pinpoint the real problem or opportunity Step 4 Generate Answers List many possible solutions Step 5 Forge the Solution Decide which solution is best Then make it better Step 6 Align Resources Create an action plan Tim Hurson starts by explaining how we all build inner barriers to effective thinking He identifies our habits of thinking that severely limit our behavior from monkey mind to gator brain Then he demonstrates how to overcome these barriers More than anything productive thinking is an attitude that will let you look at problems and convert them into opportunities At the end of this disciplined brainstorming process you ll have a concrete action plan complete with timelines and deadlines The book is filled with many of Hurson s original brainstorming tools that will empower you to generate organize and process ideas For example you can identify your best ideas using the five C s Cull Cluster Combine Clarify and Choose And you can transform an embryonic idea into a robust solution with POWER which stands for Positives Objections What else Enhancements and Remedies To create the future you first must be able to imagine it Productive thinking is a way to help you do that

Management Des Stratégies À Découvrir ,2008-03 **Strategic**

Finance ,2008 *Relentless Innovation: What Works, What Doesn't--And What That Means For Your Business* Jeffrey Phillips,2011-11-09 You can t ask for more than efficient effective operations Or can you Given today s business landscape increasing customer demand global competition lower trade barriers being good isn t enough This groundbreaking guide provides the knowledge and tools you need to transform your organization from a well run company to a relentlessly innovative company Innovation expert Jeffrey Phillips has helped businesses around the world achieve the dream the implementation of innovation as a consistent business discipline In Relentless Innovation he reveals his secrets for the first time Phillips argues that today s typical business models actually impede innovation because they place so much focus on efficiency cost cutting and short term gain Does this describe your business model If it does you need to revisit your approach and redefine your idea of what success actually is You may find that your business as usual processes actively reject innovation efforts Relentless Innovation has everything you need to strike the right balance between efficiency and innovation Striking that balance will help your firm Become proactive instead of reactive Create a more engaged workforce Establish deeper capabilities to define and achieve strategic goals Increase revenues and profits while retaining efficient cost management Sustain market differentiation Improve your public reputation Increase your ability to leverage internal knowledge and external partnerships Offering the broadest view to date of the relationship between innovation and business

strategy Relentless Innovation provides you with the information and tools you need to transform innovation from an infrequent activity to a core capability in your organization PRAISE FOR RELENTLESS INNOVATION A thoughtful intelligent and practical manifesto by a highly experienced innovation professional Phillips demonstrates with clarity and insight how organizations can assess their current innovation potential identify vulnerabilities and most important create a systemic innovation as usual culture that can make the difference between also ran and yes we can Tim Hurson author of Think Better Relentless Innovation is a must read for innovation junkies and executives who want practical ideas on creating an innovation business as usual culture Phillips has worked in the innovation trenches and shares big win ideas on how to unleash trapped middle management potential Saul Kaplan Founder and Chief Catalyst Business Innovation Factory Phillips has long been in the top tier of professionals who have a clear understanding of what makes innovation work in business This book will provide you and your team with proven creative strategies and practical ideas that you can use to gain greater success in your market Relentless Innovation is highly recommended Roger von Oech author of A Whack on the Side of the Head and The Creative Whack Pack Relentless Innovation not only outlines the barriers to innovation in a way most readers will quickly understand it provides a prescription that when followed can remedy the situation before efforts stall out Dominic Venturo Chief Innovation Officer U S Bank Payment Services *Consulting Magazine*,2008 **Never Be Closing** Tim Hurson,Tim Dunne,2014-07-10 Speaker and consultant Tim Hurson presents 12 techniques that benefit both the seller and the client Never Be Closing expands on the principles of Tim Hurson s first book Think Better to teach salespeople how to improve their strategy and sell anything to anyone using a simple repeatable framework This isn t a book full of mundane tactics for cold calling or techniques for closing a deal This is a problem solving approach that is more beneficial for both the seller and the client Selling better isn t just a one time thing it s a way to become a more valuable long term partner With their Productive Selling Model Hurson and Dunne offer business people a set of 15 tools to pull apart their current techniques analyze them and re assemble them in a dynamic way The authors include practical advice mixed with helpful anecdotes to build mutually productive relationships between seller and client including The Rashomon Effect which teaches readers how to bridge the gap between different perspectives The Hitchcock Method which offers readers strategies on developing a script about themselves their company and their products The Sales Conversation a three step structure to explore the client s needs establish credibility and deliver value Tim Hurson is the founding partner of Manifest Communications one of North America s leading social marketing agencies He launched ThinkX Intellectual Capital in 2004 and is the author of Think Better An Innovator s Guide to Productive Thinking Tim Dunne is a consulting partner with ThinkX KnowInnovation and New Improved firms that offer leadership innovation and sales training to companies worldwide EBOOK Management Judith Dwyer,Nicole Hopwood,2015-03-06 EBOOK Management **MBA Jungle**,2005 **Book Review Index - 2009** **Cumulation** Dana Ferguson,2009-08 Book Review Index provides quick access to reviews of books periodicals books on tape

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Summary: Never Be Closing BusinessNews Publishing,2016-07-20 The must read summary of Tim Hurson and Tim Dunne s book Never Be Closing How to Sell Better Without Screwing Your Clients Your Colleagues or Yourself This complete summary of the ideas from Tim Hurson and Tim Dunne s book Never Be Closing provides an updated approach to selling While in the past salespeople would attempt numerous closes until the client relented the authors of this book suggest that this is outdated They now suggest simply being useful solving problems and seizing opportunities will naturally lead to sales This Productive Selling approach is explained in detail from the first sales meeting to post sale follow ups and will teach you how to get the sales you want Added value of this summary Save time Understand key concepts Increase your business knowledge To learn more read Never Be Closing and discover valuable tricks to become more successful in making sales without using strong arm tactics [Never be Closing](#) ,2018 Speaker and consultant Tim Hurson presents 12 techniques that benefit both the seller and the client Never Be Closing expands on the principles of Tim Hurson s first book Think Better to teach salespeople how to improve their strategy and sell anything to anyone using a simple repeatable framework This isn t a book full of mundane tactics for cold calling or techniques for closing a deal This is a problem solving approach that is more beneficial for both the seller and the client Selling better isn t just a one time thing it s a way to become a more valuable long term partner With their Productive Selling Model Hurson and Dunne offer business people a set of 15 tools to pull apart their current techniques analyze them and re assemble them in a dynamic way The authors include practical advice mixed with helpful anecdotes to build mutually productive relationships between seller and client including The Rashomon Effect which teaches readers how to bridge the gap between different perspectives The Hitchcock Method which offers readers strategies on developing a script about themselves their company and their products The Sales Conversation a three step structure to explore the client s needs establish credibility and deliver value Tim Hurson is the founding partner of Manifest Communications one of North America s leading social marketing agencies He launched ThinkX Intellectual Capital in 2004 and is the author of Think Better An Innovator s Guide to Productive Thinking Tim Dunne is a consulting partner with ThinkX KnowInnovation and New Improved firms that offer leadership innovation and sales training to companies worldwide [The Canadian Who's who](#) ,2000 [**Think Naked**](#) Marco Marsan,2003 Ninety eight percent of us are geniuses early in life yet we almost all lose it by the time we are adults Is it lost forever Or can you recapture your childhood brilliance This book will prove that yes you definitely can Two hundred of the Fortune 500 companies pay master anarchist Marco Marsan

to disrupt their status quo With Marco in the game they are guaranteed creative breakthroughs resulting in new products development of viable business opportunities and a corporate wide kick in the pants into high powered thinking [Think Better](#) Ulrich L. Lehner,2021-11-16 In a world dominated by half truths illogic and intellectual laziness Think Better helps readers understand what reason is and how to use it well Reason is a powerful tool not only for finding our way in an increasingly complex world but also for growing intellectually and emotionally This short accessible volume unlocks the dynamics of human reason helping readers to think critically and to use reason confidently to solve problems It enables readers to think more clearly and precisely about the world and it tackles a number of profound philosophical questions without getting bogged down with jargon Topics include knowledge identity leadership creativity and empathy Written in an accessible style that integrates philosophy illustrations personal anecdotes and statistical data this book is well suited for use in undergraduate classical school and home school contexts It is an invaluable guide for anyone interested in gaining better reasoning skills and a more rational approach to life

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