

Fuelling innovation in professional services  
to accelerate growth and excel

# AXCELER8

Innergise is offering an exciting new development program for professional services firms. AXCELER8 builds the knowledge base, attitudes and skills to innovate, individually and in teams. AXCELER8 also provides the route to systemic, organisation-wide innovation. The resulting culture of innovation provides the key to superior and sustained success.

## Why is innovation elusive?

Innovation is central to business and social prosperity and occurs around us every day. Yet when promoted as a critical response to changing operating environments, it elicits varied responses. Some people are fervently excited, others cynical, and many quietly confused. Most people understand that innovation involves ideas that make things better. Beyond that, confusion reigns.

What sort of innovation is required, when, for what purpose? Does it just involve ICT, big data and start-ups? Are business leaders seeking the disruptive ideas or just continual business process improvement? Are customers prepared to take on the risks of innovation? And who is really committed to challenge the normal ways of working and the people that protect them? The AXCELER8 program answers these questions in an enlightening, practical and energising way.

## What makes this program unique?

AXCELER8 provides a modular approach that's bespoke to professional services, built on proven models of organisational change. It demands no major corporate commitment from the outset. Rather, it focuses initially at the coal-face of client-consultant relationships where bidding for work and project delivery occurs. Work starts with willing participants, giving them the insight and skills to achieve immediate results.

As the benefits become recognised, the program can expand to engage larger teams and business units. The modular approach allows the firm to opt-in and scale-up in the way and at the pace that suits. Targeted client-focused innovation expands to the opportunity to disrupt markets and win.

## Who should participate?

The course is suitable for anyone looking to lead and achieve innovation. This means everyone from new graduates to the boardroom, but particularly:

- Emerging leaders
- Project managers
- Technical leaders
- Bid leaders
- Operations managers
- Functional leaders
- Client relationship managers
- Executives
- Board directors



- Coal-face to executive level development
- Proven methods underpinned by science
- Multiple short modules meeting your needs
- Practical application to current challenges
- Immediate return on investment
- Seasoned professional facilitator

## Key features of the program design

The program is designed in accordance with adult-learning principles to achieve practical outcomes. Features include:

- Proven, engaging workshop methods
- Flexible delivery from face-to-face to webinar sessions
- Group-work for collective sense-making and ownership
- Hands-on practice with real client and project situations
- An evidence base built from behavioural science, industry benchmarking and real-world practice
- Kit including the innovation method, tools and resources
- Post-completion check-in with a learning retention test and capture of application evidence.

## Learning and development modules

The AXCELER8 program is comprised of 7 complementary modules. The first module provides a critical foundation for all other parts of the program.

### Module 1 – What does it take to innovate?

*3 hours, with a streamlined option for executives and directors*

This foundation module provides an essential evidence-based introduction to innovation and what it takes for individuals and teams to succeed. It draws upon key insights from behavioural science, matched with any corresponding data from your organisation.

### Module 2 – Innovations that clients love

*4 hours, targeted to project and technical leaders*

In this module, a method and set of tools for client-focused innovation are introduced. Participants are equipped to generate new insights and valuable ideas to prototype with clients and, in doing so, enhance work winning.

### Module 3 – Solving complex problems well

*1-2 days for senior consultants, managers and executives*

Highly innovative solutions can simply stem from resolving persistent problems. Most often these are complex problems that are being misdiagnosed and mistreated. This is an advanced problem solving course.

### Module 4 – Training innovation facilitators

*1-2 days for selected participants*

Where teams are required to innovate they can benefit greatly from an innovation coach. Staff with suitable competencies can develop unique facilitation skills including strategic questioning, systems and design thinking.

### Module 5 – Creating teams that keep innovating

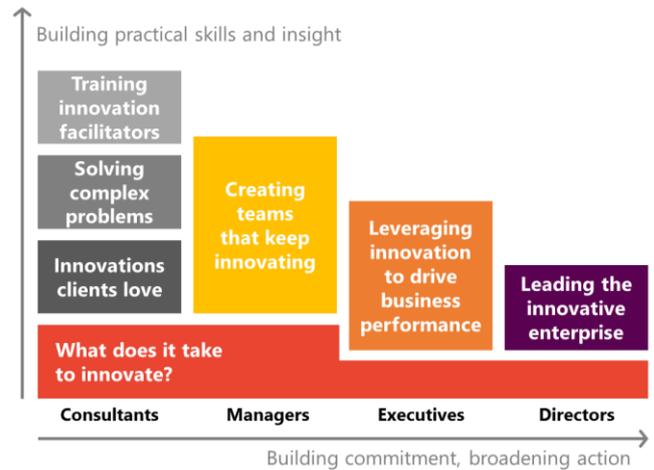
*3 hours, targeted to mid-level managers*

This module explores what it takes to scale up innovation beyond a project or bid team to foster repeated innovation at the manageable scale of an operations centre. It equips business managers to drive and model the required behaviours, supported by useful checks and balances.

### Module 6 – Leveraging innovation to drive performance

*4 hours, targeted to executives*

Taking innovation from a local level to organisation scale invites an even more strategic innovation portfolio, drawing on a wider talent pool within and outside the business. This module looks at how to use innovation to drive success at a business unit scale.



### Module 7 – Leading the innovative enterprise

*2 hours, targeted to senior executives and directors*

Achieving whole-of-business benefits from innovation requires commitment and drive from the board and executive team, who recognise and pursue the rewards available to progressive leaders.

### Your return on investment

The return on investment is immediate, substantial and enduring. How can this be?

- Training is applied to current business challenges.
- The toolkit provides templates for immediate use.
- Your people explicitly identify how the insights and tools can improve and sustain their productivity.
- Participants jointly construct a message to share and promote the key take-outs to colleagues.
- People will leave inspired to apply their new knowledge.

### Program facilitator



Dr Nick Fleming is an experienced company director, executive, consultant, educator and public speaker with 25 years' experience across multiple industry sectors in Australia and overseas. He has a natural flair for strategy, innovation and leading change, receiving multiple industry accolades for his work. Nick's peers and clients

describe him as "an accomplished strategic thinker" that is "adept at finding elegant solutions to complex problems" with a "special skill to engage those around him". In addition to his advisory work, Nick is teaching integrated design of infrastructure at the University of Melbourne and complex problem solving at the ANZ School of Government.

### Organise a discussion now

Further details and a discussion about your requirements can be arranged by email or phone.

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