Innovation Accelerator Results (Cohort 5)

The Big Picture

- **Increased organizations'** self-assessed ability to innovate by 20-39%.
- **More than doubled individual students'…**
  - Confidence in how to build and scale innovative projects.
  - Ability to identify all of a project's stakeholders, their incentives, and the roles they can play in helping (or hindering) a project's success.
- **Killed bad ideas** quickly & cheaply. 100% of graduating teams that gathered evidence their idea was untenable had the courage to kill the idea and move on. This re-allocated significant amounts of capital towards ideas that are far more likely to increase their organizations' impact and financial sustainability.

Sample Statements from Students

What happens when the task of saving lives in the opioid crisis meets Innovation Accelerator? We work our way through to a new way of seeing, a new language, refined ideas, tasks and goals. And what emerges? A path forward to realize the vision - guided so carefully each step by Paul and Kelly, all the mentors and sharks. We expect lives will be saved and this is a thank you for those who gave us the directives to realize the vision in a real world result.
- Ed Schreiber of ServiceNet

Paul and Kelly's energy and belief in the power of innovation have inspired our team to think differently about our work. The Pioneer Valley is fortunate to benefit from the wealth of their knowledge and ability to bring the best minds together with a common goal of building a vibrant, healthier community.
- Sue West of Behavioral Health Network

Graduating Teams

Organization	Venture Description
BHN	Grow their food service program to extend to other markets within Western Mass.
ServiceNet	Working in collaboration with Dan Harper from Eliza's Watch, their team is exploring how to create a wearable device that monitors vital signs to help prevent future overdose deaths.
Living Local	Living Local is a Western Mass grassroots movement that promotes locally owned business & eductates communities on how and why we need to eat, shop and live local.

Quantitative Results

Data provided by 11 responses (85% of the cohort) to the class's anonymous exit survey. The following tables show the key areas the curriculum hoped to impact on **individual students** and on their **organizations**. This data reflects student's self-assessments of their/their organization's scores in each area before and after the training. Green reflects high scores and red low scores. The last column shows the change in their self-assessed score in each area. They are listed from area of least improvement to area of most. For clarity, the exact language of the questions posed to the students are presented in the tables.

Impact on Organizations

Area being scored (range of 0-10)	Before	After	Change (%)
Collaboration My organization encourages (and places no significant limitations on) innovators to work with people in other departments and even outside the organization.	5.8	7.0	20%
Innovation Encouraged Everyone in the organization (from the board to line employees) encourages team members to innovate.	5.4	6.8	27%
Failure Seen As Learning My organization embraces (will not punish) failure caused by taking risks to innovate.	5.3	7.0	33%
Speed My organization embraces (and does not punish) innovators for deploying Quick & Dirty solutions vs the Deliberate & Perfect appropriate for mature programs.	4.9	6.8	39%

Impact on Individual Students

Area being scored (range of 0-10)	Before	After	Change (%)
Confidence I have incredible confidence in my ability to build & scale this venture	3.6	8.0	120%
The Customer I know how to identify all the key customer segments, users, payers, and influencers. I know how to determine each segment's hair-on-fire pains.	3.5	8.5	138%
Competitive Advantage I understand how to identify key competitors and determine my company's relative strengths & weaknesses.	4.0	7.8	95%
Interviewing I know how to turn an idea into a testable hypothesis and then interview potential customers and partners in a way that sets them at ease and gets to the TRUTH.	4.7	8.5	81%
Public Speaking I am able to create and deliver compelling presentations and then effectively engage in Q&A.	6.4	8.0	26%
Innovation I am comfortable coming up with, testing, and deploying innovations that can meaningfully impact my part of my organization.	5.7	8.4	46%