Rapid Learning
Conceiving and exploring new concepts, to validate (and invalidate) novel ideas.

Design Thinking
Thoroughly explore many options before converging on a way forward

Prototyping
Use sketching, MVPs and other techniques to rapidly test ideas

Planning & Running Experiments
Test ideas and systematically improve them

Evidence & Data Focus
Analyze and interpret data to determine the next step to take

Product Promotion
Market and sell solutions to internal and external customers

Action-oriented
A bias towards learning by doing

Curious
Open to new ideas, variety and ways of working

Builds relationships
Systematically grows influence and authority

Builds teams
Seeks out new people to join their ‘tribe’

Vision
Sees opportunities in problems

Manages risk
Systematically drives risk out of projects to set-up success

Conscientious
Organized, dependable, hard-working

Seeks feedback
Frequently reviews results to learn and improve

Leads change
Building authority, securing resources and taking action to enable change.

Lean Project Management
Collaborative, iterative delivery based on customer feedback and real-world data

Pitching & Finance
Pitch ideas to win support and funding for innovation

Business Model Design
Emphasis on business model over product or service creation

Value Proposition Design
Articulate the value of new solutions to achieve buy-in and adoption

Negotiating & Brokering
Resolve conflicts and broker agreements to maintain momentum

Customer Empathy
Understanding customers’ goals and pains to frame solutions

Enabling Creativity
Facilitate the diversity and creativity of the whole team

Stakeholder Management
Proactively engage with stakeholders and gate-keepers

Nurturing Shared Ownership
Empower the team to take decisions, own the successes (and failures) and make things happen

Intrapreneur Nation
Skills Framework for Intrapreneurs

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