

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

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

INTRAPRENEUR TRAITS

Action-oriented

A bias towards learning by doing

Builds relationships

Systematically grows influence and authority

Curious

Open to new ideas, variety and ways of working

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

Skills Framework for Intrapreneurs



Created by Adrien Coquet from Noun Project

TEAMWORK

Engaging with customers, management, stakeholders and your team to create shared ownership of new solutions.

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

LEADING CHANGE

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