

# **THE INNOVATOR'S SOLUTION**

## **Creating and Sustaining Successful Growth**

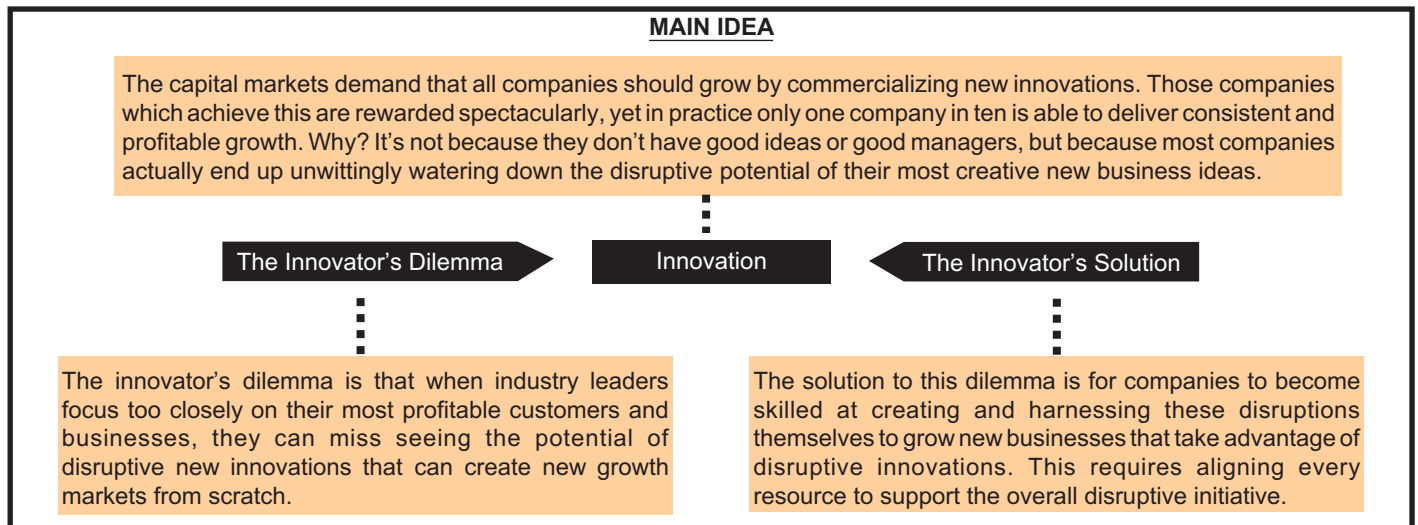
**CLAYTON CHRISTENSEN  
MICHAEL RAYNOR**

**CLAYTON CHRISTENSEN** is professor of business administration at Harvard Business School. He specializes in the management of technological innovation and new technologies. Dr. Christensen has also served as chairman and president of CPS Corporation (a material sciences firm), as a White House Fellow (during the President Reagan administration) and as a member of the staff of the Boston Consulting Group. He is a graduate of Brigham Young University, Oxford University and Harvard Business School. Dr. Christensen's earlier book, *The Innovator's Dilemma*, was very well received and widely acclaimed.

**MICHAEL RAYNOR** is a director of Deloitte Research and a professor at the Richard Ivey School of Business. He focuses on innovation and corporate strategy. Dr. Raynor is a graduate of Harvard University, Ivey and Harvard Business School.

The web site for this book is at [www.theinnovatorssolution.com](http://www.theinnovatorssolution.com).

**SUMMARIES.COM** is a concentrated business information service. Every week, subscribers are e-mailed a concise summary of a different business book. Each summary is about 8 pages long and contains the stripped-down essential ideas from the entire book in a time-saving format. By investing less than one hour per week in these summaries, subscribers gain a working knowledge of the top business titles. Subscriptions are available on a monthly or yearly basis. Further information is available at [www.summaries.com](http://www.summaries.com).



**1. The 9 Key Questions of the Innovator's Solution** . . . . . Pages 2 - 6

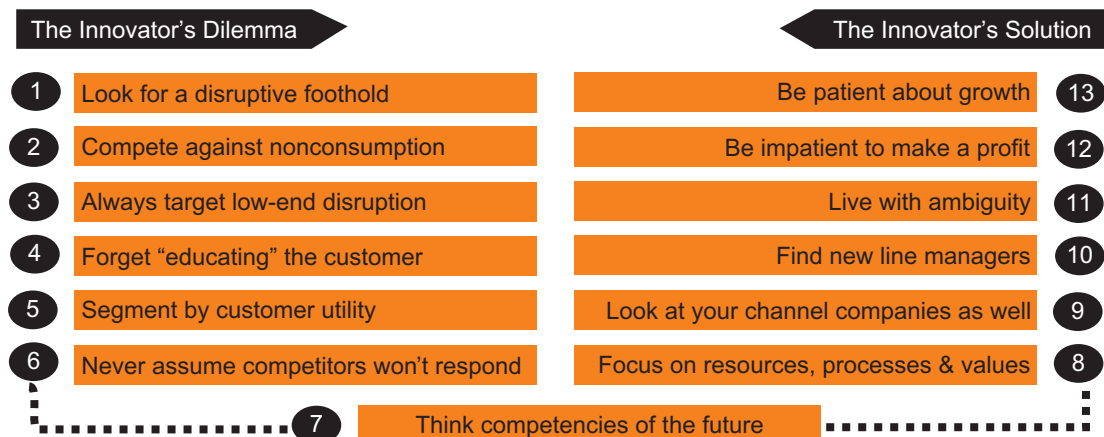
There are nine important decisions managers must make to succeed in creating growth:



The key to success lies in making each of these decisions in a way that will improve rather than reduce the probability of success. When good decisions are made in each of these areas, the manager's actions will become a driver of success rather than an impediment.

**2. An Innovation Template** . . . . . Pages 7 - 8

Irrespective of the industry or even the business era, new product innovations that are disruptive follow a pattern which is notably consistent. To develop your own solutions to the innovator's dilemma and create growth, work your way through this 13-step template.



# Summaries.Com

The Ultimate Business Library



We condense **300+ page** business books into **8-page** summaries.

By reading summaries, you'll get the **key ideas** in **30 mins**, so you can spend more time turning your ideas into **dollars**.

## Knowledge is Power — Invest in Your Future

For just **\$2 per week**, you will...

- Learn from the mistakes and success of the smartest people in business;
- Get fresh ideas, strategies & motivation that could be worth millions to you;
- Follow emerging trends, so you can catch the wave before your competitors do;
- Catch up on the classics you always wanted to read.

## 1,000 Top Business Book Summaries

Our catalog includes summaries on a range of topics for aspiring entrepreneurs, managers, and consultants.

BUSINESS PLANS

MANAGEMENT

PRESENTATIONS

SALES

LEADERSHIP

MOTIVATION

STRATEGY

AND MORE

