Create Through Science & Technology
The basic tool for creating a business based on science and technology

How to convert an idea into a business?

Important to have the right combination of hard and soft skills. A team with good leader is best way to do it.

Leadership skills / behavioural fitness - how do you manage people? how do you convert ideas into projects?

Prof. Balvinder Singh Powar IE webinar May 18th 2017 @balpowar

Create the context for innovation, a context for people to excel. Great leaders persuade with ideas that give meaning to other people.

Philosophy of kaizen to business creation, customer creation. To go

into a risky path start with small steps, and start with changing and

Humanity went to the moon. Amazing feats - how do they happen? A balance of soft and technical skills. Quote from Carnegie Institute of Technology: "85% of your financial success is due to your personality and ability to communicate, negotiate and lead: Only 15% is due to technical knowledge"

This is in contradiction to current education programs.

Innovation happens in three basic steps:

- 1. Idea, inspired from a need, from a experience...
- 2. Execution, create a service or product
- 3. Customers, find out who they are.

The third step is often the most critical and difficult to address

The human factor
"Ten good soldiers wisely led, will beat a
hundred without lead" Euripides

Successful innovations don't (only) need money and technical ability, a more common feature are a small start and a combination of technical and business abilities.

improving yourself.

Disruptive innovation, what it is?
"The Innovator's dilemma" Clayton Christensen. ...new
performance attributes which in turn makes the disruptive
innovation in a different (new) market

Understanding the market, addressing the market needs, is more important than having a new technology.

Being different from the crowd is very difficult.

Disruptive thinking not always needs disruptive technology.

## MY LEARNINGS:

- Soft Skills + Hard Skills = No Limits! + My "Career"
- Right & Effective Communication for Job Search +
  Team Performance & Motivation /Talent Retention /
  Managing Conflict...
- VALUES for Life: Good Professionals & Good People
- Attitude, Personal and Professional Innovation
- Get out of your Comfort Zone to Grow! "KAIZEN: Continuous Improvement"
- · My outlook: "3Ps" Passion, People, Projects

Contact Balvinder:
Twitter: @balpowar,
@BOOSTERSpace, @aerdron
bspowar@faculty.ie.edu

Andrés Alba-Pérez, 2017