

# THINK BETTER

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An Innovator's Guide to  
Productive Thinking

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TIM HURSON

# **Think Better An Innovators Guide To Productive Thinking Tim Hurson**

**Tim Hurson, Tim Dunne**



# Think Better An Innovators Guide To Productive Thinking Tim Hurson

Think Better: An Innovator's Guide to Productive Thinking Tim Hurson,2010-03-03 There are thousands of books about thinking But there are very few books that provide clear how to information that can actually help you think better Think Better is about Productive Thinking why it s important how it works and how to use it at work at home and at play Productive Thinking is a game changer a practical easy to learn repeatable process that helps people understand more clearly think more creatively and plan more effectively It s based on the thinking strategies that people we celebrate for their creativity have been using for centuries Tim Hurson brings Productive Thinking out of the closet and presents it in a way that makes it easy for anyone to grasp and use so you can think better work better and do better in every aspect of your life Think Better demonstrates how you can start with an intractable technical problem an unmet consumer need or a gaping chasm in your business strategy and by following a clearly defined practical thinking process arrive at a robust innovative solution Many companies use the Productive Thinking model to generate fresh solutions for tough business problems and many individuals rely on it to solve pressing personal problems The principles you ll find in Think Better are straight forward separate your thinking into creative thinking and critical thinking stay with the question strive for the third third by generating lots and lots of ideas and look for unexpected connections The model consists of six interlocking steps Step 1 What s Going On Explore and truly understand the challenge Step 2 What s Success Envision the ideal outcome and establish success criteria Step 3 What s the Question Pinpoint the real problem or opportunity Step 4 Generate Answers List many possible solutions Step 5 Forge the Solution Decide which solution is best Then make it better Step 6 Align Resources Create an action plan Tim Hurson starts by explaining how we all build inner barriers to effective thinking He identifies our habits of thinking that severely limit our behavior from monkey mind to gator brain Then he demonstrates how to overcome these barriers More than anything productive thinking is an attitude that will let you look at problems and convert them into opportunities At the end of this disciplined brainstorming process you ll have a concrete action plan complete with timelines and deadlines The book is filled with many of Hurson s original brainstorming tools that will empower you to generate organize and process ideas For example you can identify your best ideas using the five C s Cull Cluster Combine Clarify and Choose And you can transform an embryonic idea into a robust solution with POWER which stands for Positives Objections What else Enhancements and Remedies To create the future you first must be able to imagine it Productive thinking is a way to help you do that **Think Better** Tim Hurson,2008 Providing numerous examples and illustrations this straightforward guide introduces Productive Thinking a practical easy to learn repeatable process that helps people understand more clearly think more creatively and plan more effectively Think Better (your Company's Future Depends on It-- and So Does Yours) Tim Hurson,2008 Annotation There are thousands of books about thinking But there are very few books that provide clear how to

information that can actually help you think better Think Better is about Productive Thinking why it s important how it works and how to use it at work at home and at play Productive Thinking is a game changer a practical easy to learn repeatable process that helps people understand more clearly think more creatively and plan more effectively It s based on the thinking strategies that people we celebrate for their creativity have been using for centuries Tim Hurson brings Productive Thinking out of the closet and presents it in a way that makes it easy for anyone to grasp and use so you can think better work better and do better in every aspect of your life Think Better demonstrates how you can start with an intractable technical problem an unmet consumer need or a gaping chasm in your business strategy and by following a clearly defined practical thinking process arrive at a robust innovative solution Many companies use the Productive Thinking model to generate fresh solutions for tough business problems and many individuals rely on it to solve pressing personal problems The principles you ll find in Think Better are straight forward separate your thinking into creative thinking and critical thinking stay with the question strive for the third third by generating lots and lots of ideas and look for unexpected connections The model consists of six interlocking steps Step 1 What s Going On Explore and truly understand the challenge Step 2 What s Success Envision the ideal outcome and establish success criteria Step 3 What s the Question Pinpoint the real problem or opportunity Step 4 Generate Answers List many possible solutions Step 5 Forge the Solution Decide which solution is best Then make it better Step 6 Align Resources Create an action plan Tim Hurson starts by explaining how we all build inner barriers to effective thinking He identifies our habits of thinking that severely limit our behavior from monkey mind to gator brain Then he demonstrates how to overcome these barriers More than anything productive thinking is an attitude that will let you look at problems and convert them into opportunities At the end of this disciplined brainstorming process you ll have a concrete action plan complete with timelines and deadlines The book is filled with many of Hurson s original brainstorming tools that will empower you to generate organize and process ideas For example you can identify your best ideas using the five C s Cull Cluster Combine Clarify and Choose And you can transform an embryonic idea into a robust solution with POWER which stands for Positives Objections What else Enhancements and Remedies To create the future you first must be able to imagine it Productive thinking is a way to help you do that

**Never Be Closing** Tim Hurson, Tim Dunne, 2014-07-10 Speaker and consultant Tim Hurson presents 12 techniques that benefit both the seller and the client Never Be Closing expands on the principles of Tim Hurson s first book Think Better to teach salespeople how to improve their strategy and sell anything to anyone using a simple repeatable framework This isn t a book full of mundane tactics for cold calling or techniques for closing a deal This is a problem solving approach that is more beneficial for both the seller and the client Selling better isn t just a one time thing it s a way to become a more valuable long term partner With their Productive Selling Model Hurson and Dunne offer business people a set of 15 tools to pull apart their current techniques analyze them and re assemble them in a dynamic way The authors include practical advice mixed with helpful anecdotes to build mutually productive relationships

between seller and client including The Rashomon Effect which teaches readers how to bridge the gap between different perspectives The Hitchcock Method which offers readers strategies on developing a script about themselves their company and their products The Sales Conversation a three step structure to explore the client s needs establish credibility and deliver value Tim Hurson is the founding partner of Manifest Communications one of North America s leading social marketing agencies He launched ThinkX Intellectual Capital in 2004 and is the author of Think Better An Innovator s Guide to Productive Thinking Tim Dunne is a consulting partner with ThinkX KnowInnovation and New Improved firms that offer leadership innovation and sales training to companies worldwide *Strategic Thinking* Simon Wootton,Terry Horne,2000 A practical workbook and accompanying CD ROM which take the user through logical stages in strategic thinking The CD ROM contains worked examples and blank templates The Solution Revolution William D. Eggers,Paul Macmillan,2013-08-27 Government Alone Can t Solve Society s Biggest Problems World hunger Climate change Crumbling infrastructure It s clear that in today s era of fiscal constraints and political gridlock we can no longer turn to government alone to tackle these and other towering social problems What s required is a new more collaborative and productive economic system The Solution Revolution brings hope revealing just such a burgeoning new economy where players from across the spectrum of business government philanthropy and social enterprise converge to solve big problems and create public value By erasing public private sector boundaries the solution economy is unlocking trillions of dollars in social benefit and commercial value Where tough societal problems persist new problem solvers are crowdfunding ridesharing app developing or impact investing to design innovative new solutions for seemingly intractable problems Providing low cost health care fighting poverty creating renewable energy and preventing obesity are just a few of the tough challenges that also represent tremendous opportunities for those at the vanguard of this movement They create markets for social good and trade solutions instead of dollars to fill the gap between what government can provide and what citizens need So what drives the solution economy Who are these new players and how are their roles changing How can we grow the movement And how can we participate Deloitte s William D Eggers and Paul Macmillan answer these questions and more and they introduce us to the people and organizations driving the revolution from edgy social enterprises growing at a clip of 15 percent a year to megafoundations to Fortune 500 companies delivering social good on the path to profit Recyclebank RelayRides and LivingGoods are just a few of the innovative organizations you ll read about in this book Government cannot handle alone the huge challenges facing our global society and it shouldn t We need a different economic paradigm that can flexibly draw on resources combine efforts and create value while improving the lives of citizens The Solution Revolution shows the way **Complex Problem Solving** Peter A. Frensch,Joachim Funke,2014-04-04 This volume presents a state of the science review of the most promising current European research and its historic roots of research on complex problem solving CPS in Europe It is an attempt to close the knowledge gap among American scholars regarding the European approach to understanding CPS Although most of the

American researchers are well aware of the fact that CPS has been a very active research area in Europe for quite some time they do not know any specifics about even the most important research Part of the reason for this lack of knowledge is undoubtedly the fact that European researchers for the most part have been rather reluctant to publish their work in English language journals The book concentrates on European research because the basic approach European scholars have taken to studying CPS is very different from one taken by North American researchers Traditionally American scholars have been studying CPS in natural domains physics reading writing and chess playing concentrating primarily on exploring novice expert differences and the acquisition of a complex skill European scholars in contrast have been primarily concerned with problem solving behavior in artificially generated mostly computerized complex systems While the American approach has the advantage of high external validity the European approach has the advantage of system variables that can be systematically manipulated to reveal the effects of system parameters on CPS behavior The two approaches are thus best viewed as complementing each other This volume contains contributions from four European countries Sweden Switzerland Great Britain and Germany As such it accurately represents the bulk of empirical research on CPS which has been conducted in Europe An international cooperation started two years ago with the goal of bringing the European research on complex problem solving to the awareness of American scholars A direct result of that effort the contributions to this book are both informative and comprehensive

[inGenius](#) Tina Seelig, 2012-04-17 Imaginative Innovative Ingenious These words describe the visionaries we all respect and admire And they can describe you too Contrary to common belief creativity is not a gift some of us are born with It is a skill that all of us can learn International bestselling author and award winning Stanford University educator Tina Seelig has worked with some of the business world's best and brightest who are now among the decision makers at companies such as Google Genentech IBM and Cisco In [inGenius](#) she expertly demystifies creativity offering a set of tools and guidelines that anyone can use A fantastic resource for everyone wanting to achieve their ambitions and for readers of Jason Fried's *Rework* and Seth Godin's *Poke the Box*

**Leadership is Half the Story** Marc Hurwitz, Samantha Hurwitz, 2015-01-01 Can you imagine a choreographer only training one dancer to lead while his or her partner sits in the lobby staring at the wall Yet we do this all the time in organizations Half the partnership is missing *Leadership is Half the Story* introduces the first model to seamlessly integrate leadership followership and partnerships This research backed field tested book contributes many new ideas and practical advice for everyone in an organization from CEO to HR director to front line manager to consultant All of us lead not just those with the formal title All of us follow not just front line staff In great collaborations one moment we are leading and then we flip to following in other words the relationship between leadership and followership is dynamic context specific and ever evolving This empowering perspective opens up leadership to everyone normalizes followership and enables more productive and innovative collaborations Candid discussions about both roles allow for better coaching mentoring skill development and interpersonal agility and result in

stronger teams Marc and Samantha Hurwitz give us a category busting book that practically glows with energy and vision according to Marshall Goldsmith executive coach and best selling author of *What Got You Here Won't Get You There* *The Human Factor* Kim Vicente, 2010-10-15 What links the frustrations of daily life like VCR clocks and voicemail systems to airplane crashes and a staggering hidden epidemic of medical error Kim Vicente is a professor of human factors engineering at the University of Toronto and a consultant to NASA Microsoft Nortel Networks and many other organizations he might also be described as a technological anthropologist He spends his time in emergency rooms airplane cockpits and nuclear power station control rooms as well as in kitchens garages and bathrooms observing how people interact with technology Kim Vicente sets out the disturbing pattern he's observed from daily life to life or death situations people are using technology that doesn't take the human factor into account Technologies as diverse as stove tops hospital work schedules and airline cockpit controls lead to human error because they neglect what people are like physically psychologically and in more complex ways The results range from inconvenience to tragic loss of life Our civilization is at a crossroads we have to change our relationship with technology to bring an end to technology induced death and destruction and start to improve the lives of everyone on the planet *The Human Factor* sets out the ways we can regain control of our lives Artists' Magazines Gwen Allen, 2011 How artists magazines in all their ephemerality materiality and temporary intensity challenged mainstream art criticism and the gallery system Data Feminism Catherine D'Ignazio, Lauren F. Klein, 2020-03-31 A new way of thinking about data science and data ethics that is informed by the ideas of intersectional feminism Today data science is a form of power It has been used to expose injustice improve health outcomes and topple governments But it has also been used to discriminate police and surveil This potential for good on the one hand and harm on the other makes it essential to ask Data science by whom Data science for whom Data science with whose interests in mind The narratives around big data and data science are overwhelmingly white male and techno heroic In *Data Feminism* Catherine D'Ignazio and Lauren Klein present a new way of thinking about data science and data ethics one that is informed by intersectional feminist thought Illustrating data feminism in action D'Ignazio and Klein show how challenges to the male female binary can help challenge other hierarchical and empirically wrong classification systems They explain how for example an understanding of emotion can expand our ideas about effective data visualization and how the concept of invisible labor can expose the significant human efforts required by our automated systems And they show why the data never ever speak for themselves *Data Feminism* offers strategies for data scientists seeking to learn how feminism can help them work toward justice and for feminists who want to focus their efforts on the growing field of data science But *Data Feminism* is about much more than gender It is about power about who has it and who doesn't and about how those differentials of power can be challenged and changed Superhuman Innovation Chris Duffey, 2019-03-03 DISTINGUISHED FAVOURITE Independent Press Award 2020 Business General Category WINNER CES 2020 Gary's Book Club Top Technology Book of the Year

Artificial Intelligence AI is the new electricity of our times It is revolutionizing industries the world over and changing how we fundamentally view and understand work Superhuman Innovation argues that AI will supercharge the workforce and the world of work can be harnessed to deliver powerful change to how companies innovate and gain competitive advantage It is a practical guide to how AI and Machine Learning are impacting not only how businesses brands and agencies innovate but also what they innovate products services and content In a world of product and pricing parity the delivery of superior service experience has become the new marketing and the new real competitive edge With AI companies can harness the power of data personalization and on demand availability at the touch of an intelligent button Superhuman Innovation discusses how AI will serve the superstar innovators of tomorrow by enabling them to see deeper insights and set sail for higher goals It unearths a powerful five pronged model which describes how AI enables innovation through the offerings of Speed facilitating work processes Understanding revealing and mastering deep insights Performance customization of delivery to customers Experimentation the iterative process of reinvention and feedback and Results tangible measurable and optimizable results The book is supported by varied and innovative case studies from a variety of industries **GRASP** Chris Griffiths, Melina Costi, 2011 Chris Griffiths CEO of ThinkBuzan Ltd the creators of iMindMap 5 launches a thorough and compelling guide for generating innovative ideas and solving problems creatively and show you how to unleash bold fresh ideas and solutions in a systematic way to help you triumph over any challenge Publisher description *Think Better* Hurson, 2000 In today's business environment innovation and creativity are at a premium Corporate consultant Tim Hurson shows you how to think more productively no matter what professional level you're at According to Hurson we can be retrained to think again and think better For the past 25 years he's been teaching the world's largest organizations how to use Productive Thinking based on more than 50 years of academic research that Hurson has distilled into a proven 6 step system Think Better is filled with fun stimulating ways to spark fresh ideas discover unexpected solutions and implement new strategies faster smarter and better than readers would have ever thought possible *Speaking Up* Frederick Gilbert, 2013-04-01 If you are in middle management to get anything done you must present your ideas to decision makers and those presentations can be brutal The stakes are high one presentation can make or break a career but the rules are utterly unclear Tactics and techniques that work well with peers subordinates and immediate supervisors can actually work against you when presenting up the chain Speaking Up is an indispensable resource for anyone who needs to know how to present to those at the highest levels Psychologist and coach Frederick Gilbert offers revelatory insights into the minds of the men and women at the top information that is crucial to understanding what they're looking for from presenters Based on ten years of research and hundreds of interviews Speaking Up features extensive comments from executives explaining exactly what they want and don't want in a presentation and includes nine chapters containing QR codes for free videos on the chapter topics This is a must read book for surviving high stakes meetings *Bad Meetings Happen to Good People* Leigh



Espy,2017-10-18 Discusses ways to run meetings effectively and efficiently Think Like An Architect Randy Deutsch,2020-10-31 Do you know how to think like an architect Do you know why you should How do you make sure that you have the critical thinking tools necessary to prosper in your academic and professional career This book gives you the answers Architects have a valuable and critical set of multiple thinking types that they develop throughout the design process In this book Randy Deutsch shows readers how to access those thinking types and use them outside pure design thinking showing how they can both solve problems but also identify the problems that need solving To think the way the best architects do With a clear driving narrative peppered with anecdote stories and real life scenarios this book will future proof the architectural student Change is coming in the architecture profession and this is a much needed exploration of the critical thinking skills that architects have in abundance but that are not taught well enough within architecture schools These skills are crucial in being able to respond agilely to a future that nobody is quite sure of *Talk2MorePeople: Change Your Life by Meeting People* Tony Esteves,2021-01-21 Talk2MorePeople is a playful how to guide on meeting people Inside you ll learn practical steps to uncover the abundant beauty and life changing potential of face to face conversations Featuring an introduction to mindfulness and an abundance of insights into human connection Talk2MorePeople provides countless resources to help you to look up from your smartphone and start and maintain conversations with new people Included in these resources is a step by step exploration of the LOOKUP Process for Meeting People developed over the course of 365 days when author Tony Esteves pursued the Talk2MorePeople Project to meet at least one stranger a day for a full year Hint He met more than 550 new people and in the process he explored new communities transformed his mental health and made many unexpected connections that would change his life forever Talking to a stranger even led Tony to join the circus It s why he has a mirror suit In this book you will discover how to L Listen O Overcome Internal Obstacles O Open a Dialogue K Keep the Conversation Going U Uncomfortable How to Exit a Conversation P Play and Improvise Using the tools outlined in this book you ll discover what s possible when you break the spell that technology has on you You ll also build self confidence make new and possibly life changing connections and have fun along the way Tony Esteves is a coach performing artist and international facilitator who has travelled the world seeking adventure and connection at every stop Join his adventures and help to end the epidemic of loneliness in the world at Talk2MorePeople com **The Creative Thinking Handbook** Chris Griffiths,2019-04-03 More than 82 per cent of companies believe creativity directly impacts results yet few of us understand how it comes about or how to put it into practice Some people say that creativity is about thinking outside the box while others believe it is about being creative inside the box but what if there is no box The Creative Thinking Handbook argues that we need to identify and remove the box around our thinking so we canunlock unlimited streams of creativity for professional and business success This book offers an integrated system of personalized insights along with clear practical tools and strategies including the tried and trusted Solution Finder model The authors show you how to

develop your creative problem solving skills to make better decisions with an individualized step by step strategy Based on long term research and testing of the creative thinking process The Creative Thinking Handbook helps you generate more ideas and find brilliant solutions for any professional challenge

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