

*How to spot*

*the next breakthrough*

# *Blindsided*

*that will change*

*your business forever*

J I M H A R R I S

## ***Disruptive Innovation***

**jim@jimharris.com**



**in/JimHarrisProfile**



**@JimHarris**

**94%**





***\$500 Billion***



Tesla Autopilot collision warning before accident

<https://www.youtube.com/watch?v=CaOX9js8oGc>

38,943 views



132



11

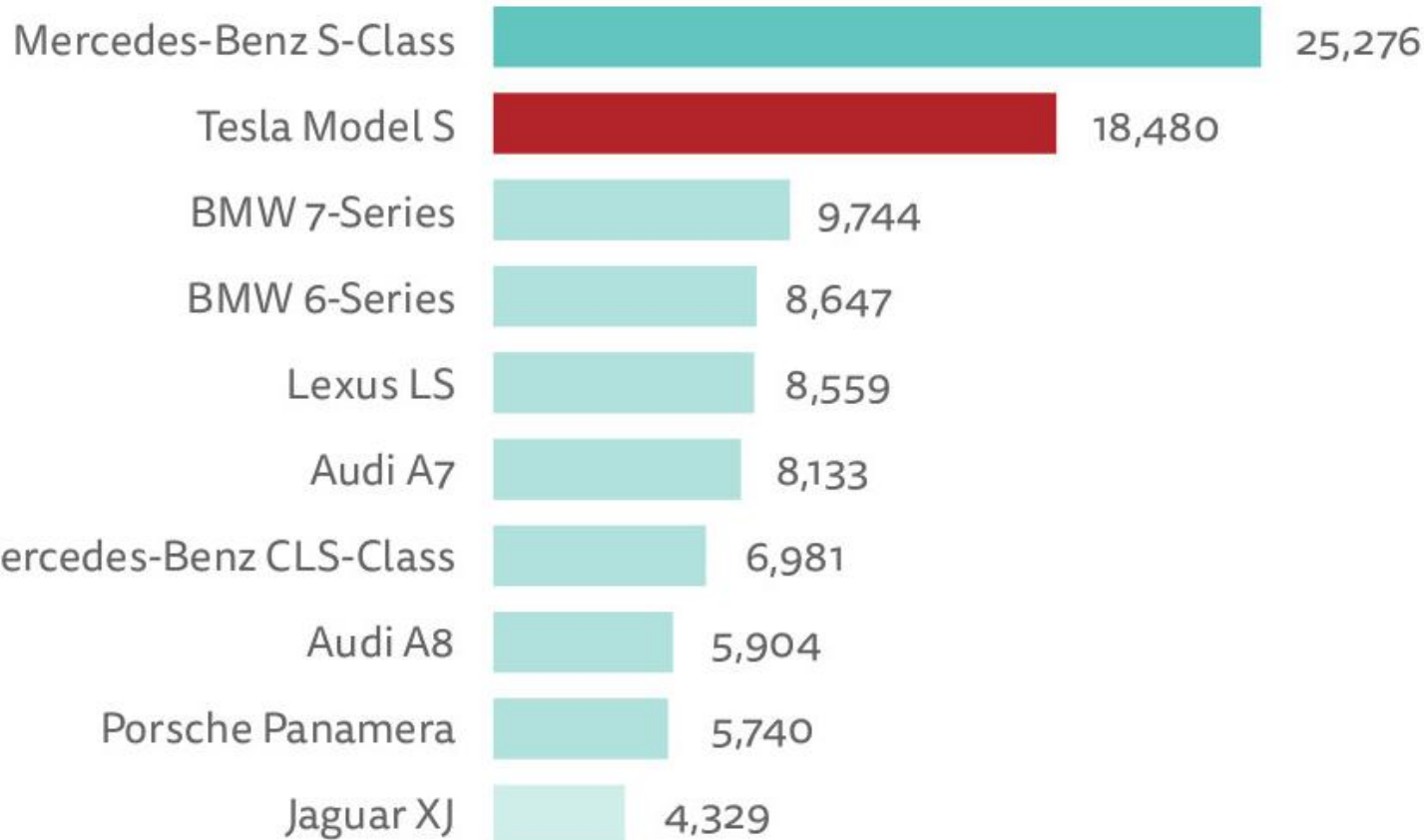


SHARE

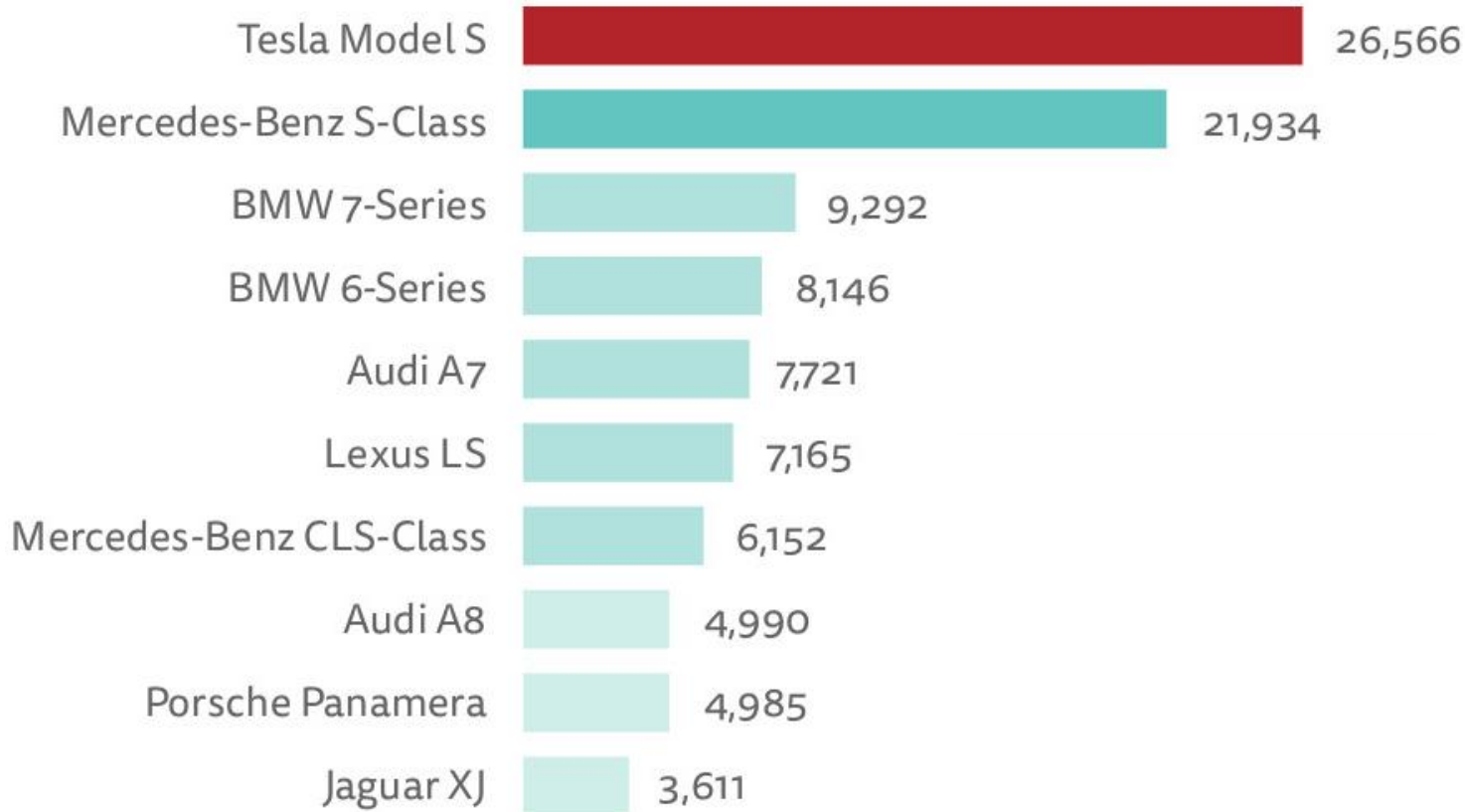




# US Large Luxury Car Sales 2014

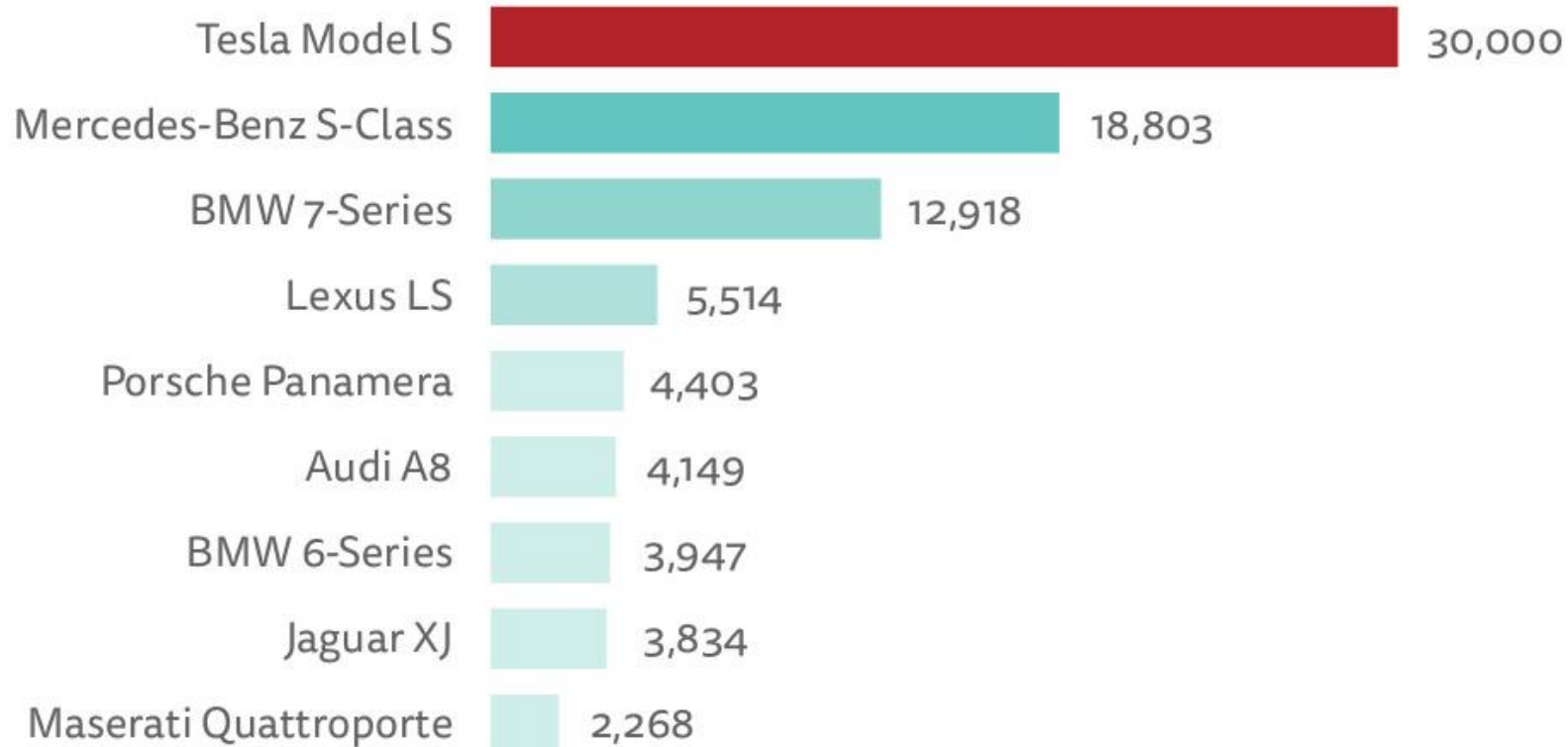


# US Large Luxury Car Sales 2015

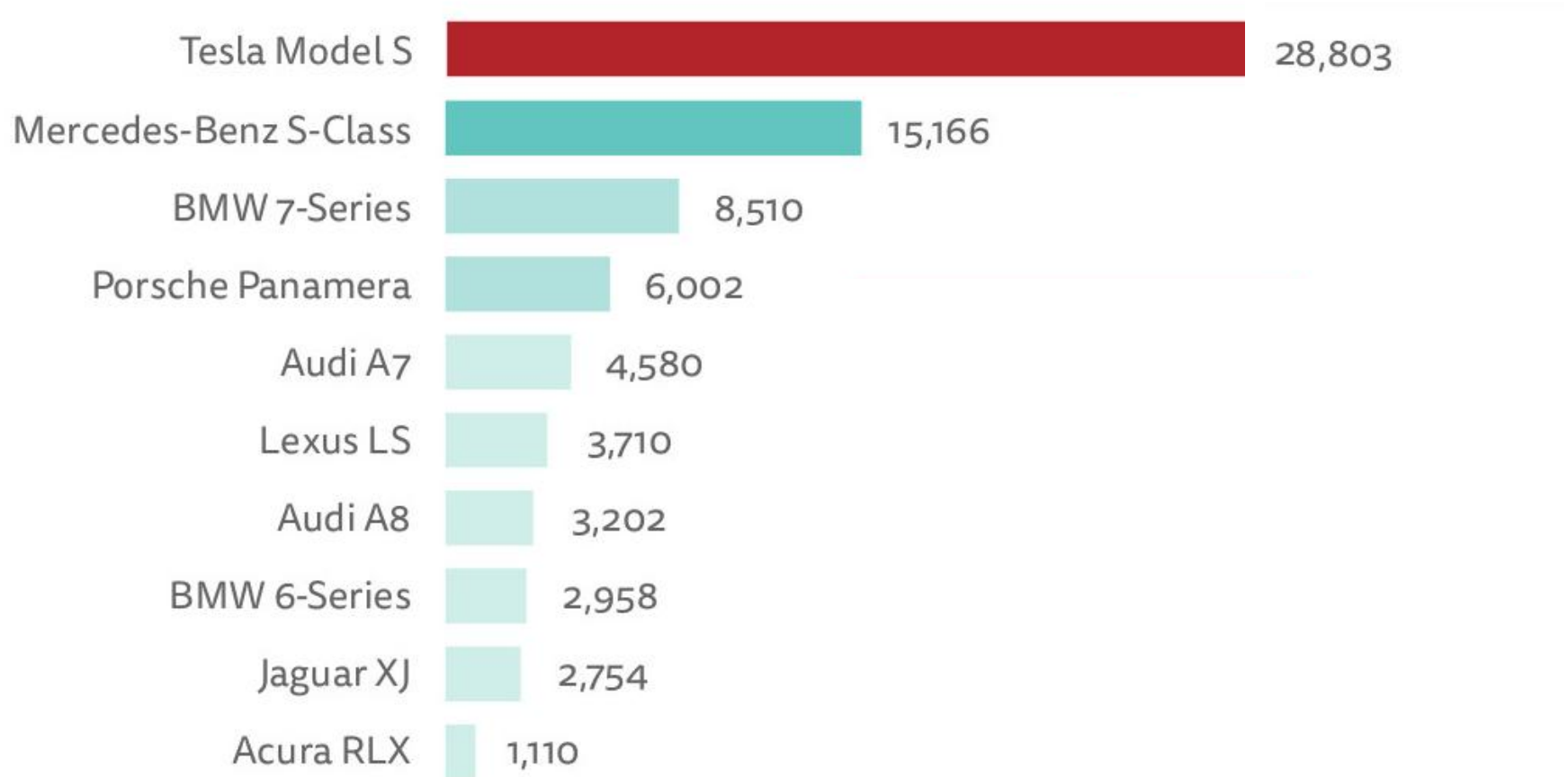




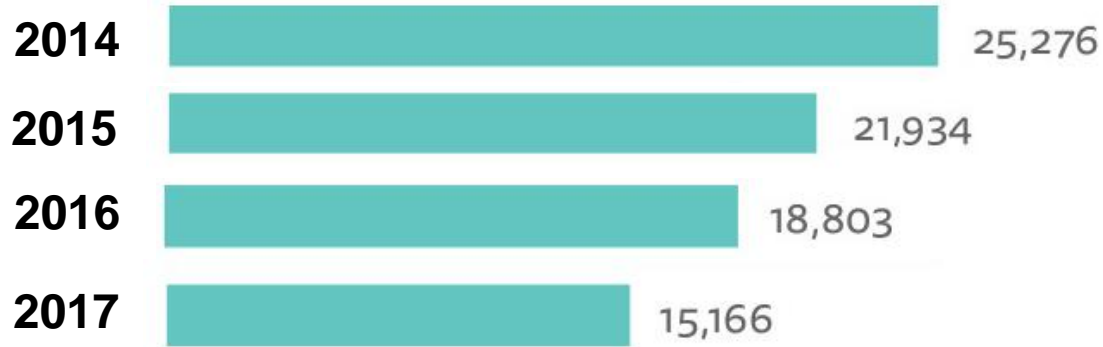
# US Large Luxury Car Sales 2016



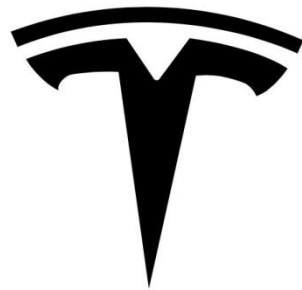
# US Large Luxury Car Sales 2017



# Mercedes Benz S-Class



**2017**



**+30%**



**+3%**



**-13%**



**Sold 10 Million cars in 2017**  
**Market Cap = \$63 Billion**



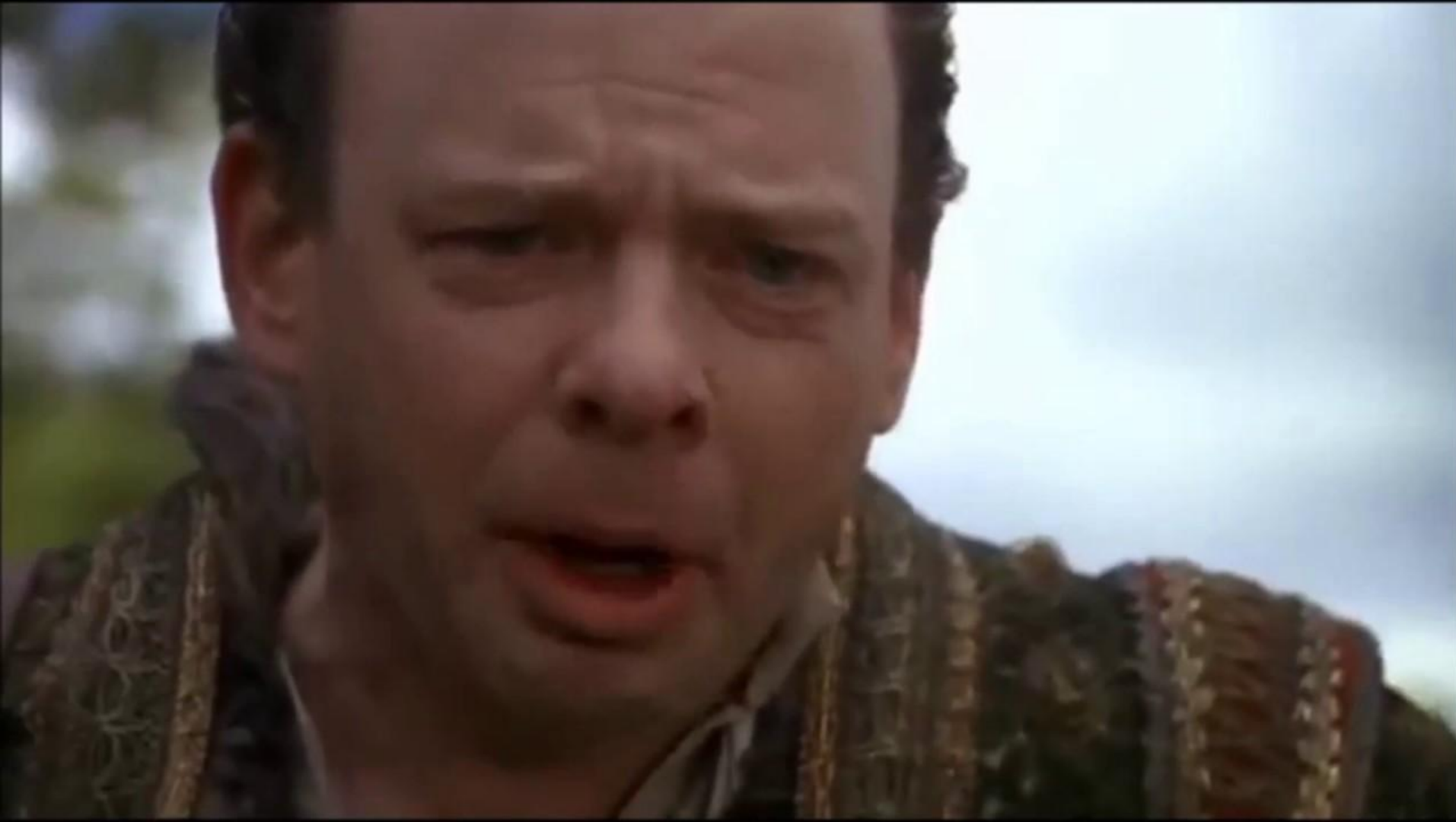
**100,000 cars 2017 \$56B Mkt Cap**



# *Market Cap/Car*

*GM \$6,300*

*Tesla \$560,000*









Hertz

Hertz

RENTAL CAR  
STOP ONLY

Hertz

84

85

drive





UBER EATS



PERSONAL INJURY



LAW



**\$10 Billion**

ON 580  
EAST OF GRAND AVE  
OVER 4 1/2 TONS

Alameda San Jose  
San Francisco

◇ BUSES AND  
CARPOOLS ONLY  
5AM-10AM MO-FRI  
3PM-7PM  
San Francisco  
ONLY ↓

END  
CARPOOL  
LANE  
600 FEET  
↓

580 Oakland  
San Jose  
880  
↓ ↓ ↓

80  
San Francisco  
3 RIGHT LANES

EXIT  
9

1966

OFF MAX A/C A/C HEAT DEF

WARM



Five empty rectangular slots for indicator lights.









**4% utilization**

**20% capacity**

12 to 30



UBER



Innisfil





P

Pay by App Parking:  
dcwvle.com  
Parkmobile  
PARKING ZONE  
**4712**  
Call 877-227-8428

INSTRUCTIONS

1. Select your parking zone  
2. Enter your license plate number  
3. Select your payment method  
4. Confirm your payment

**NYC 1900**





... supplied by  
**ALDING & BROS.**  
at 25 West 42<sup>nd</sup> St.  
BEHN 5/4

# NYC 1910







# Exercise

*Which principles struck you most profoundly?*

*What is applicable to your work?*

*What trends could blindsides colleges?*

**Partner for 6 minutes**

# DISRUPTION

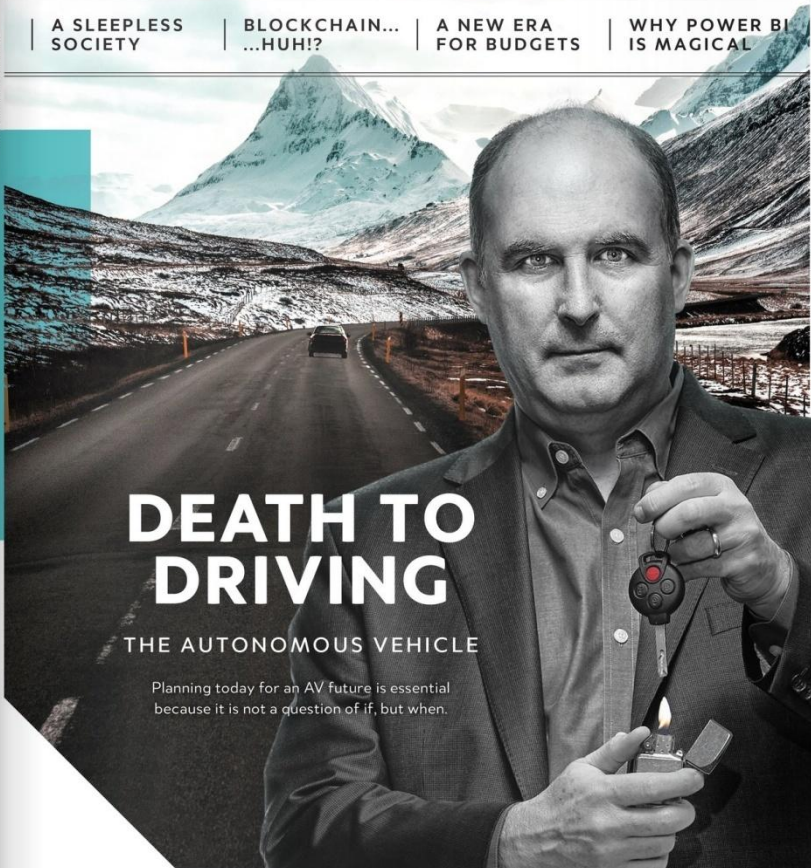
| A SLEEPLESS SOCIETY

| BLOCKCHAIN...  
...HUH!?

| A NEW ERA  
FOR BUDGETS

| WHY POWER BI  
IS MAGICAL

APRIL 2019 / ISSUE 61



## DEATH TO DRIVING

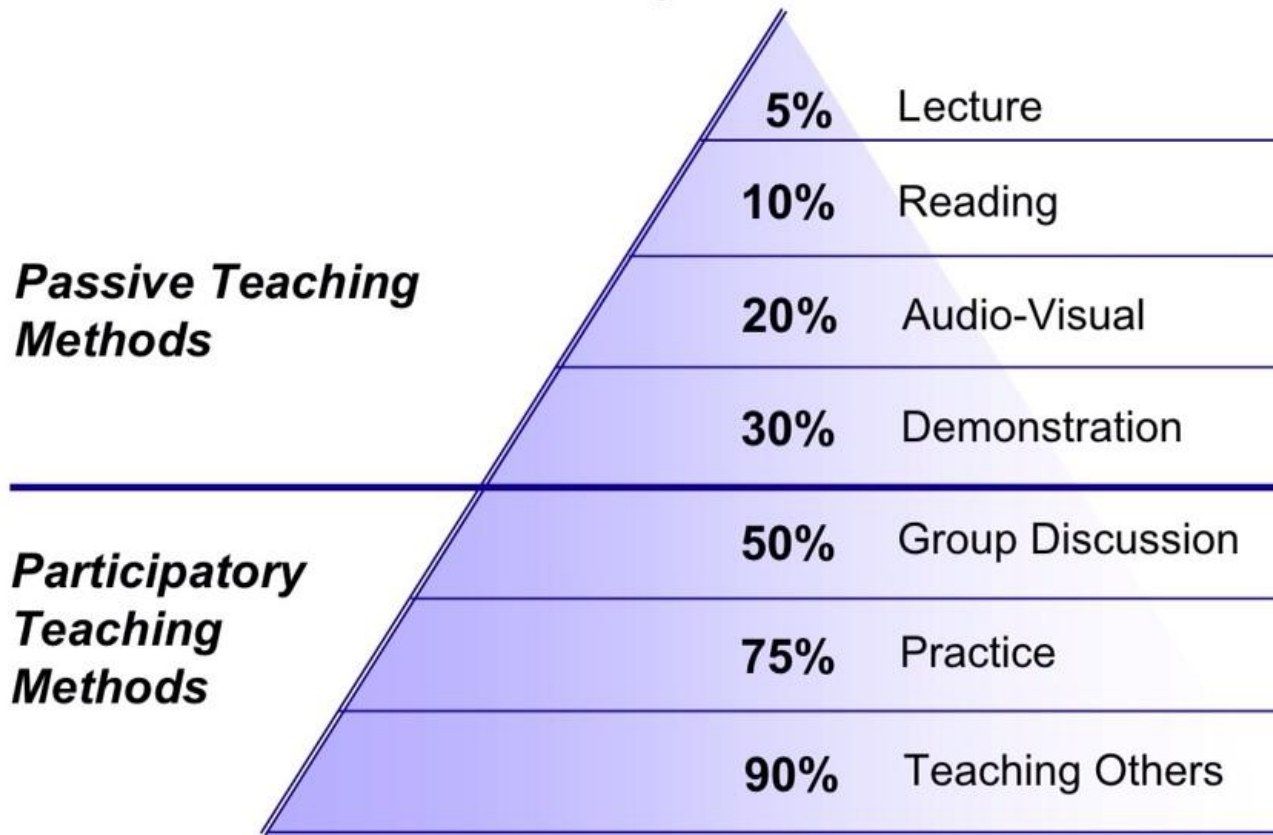
THE AUTONOMOUS VEHICLE

Planning today for an AV future is essential because it is not a question of if, but when.



**KHANACADEMY**

## Average Retention Rates

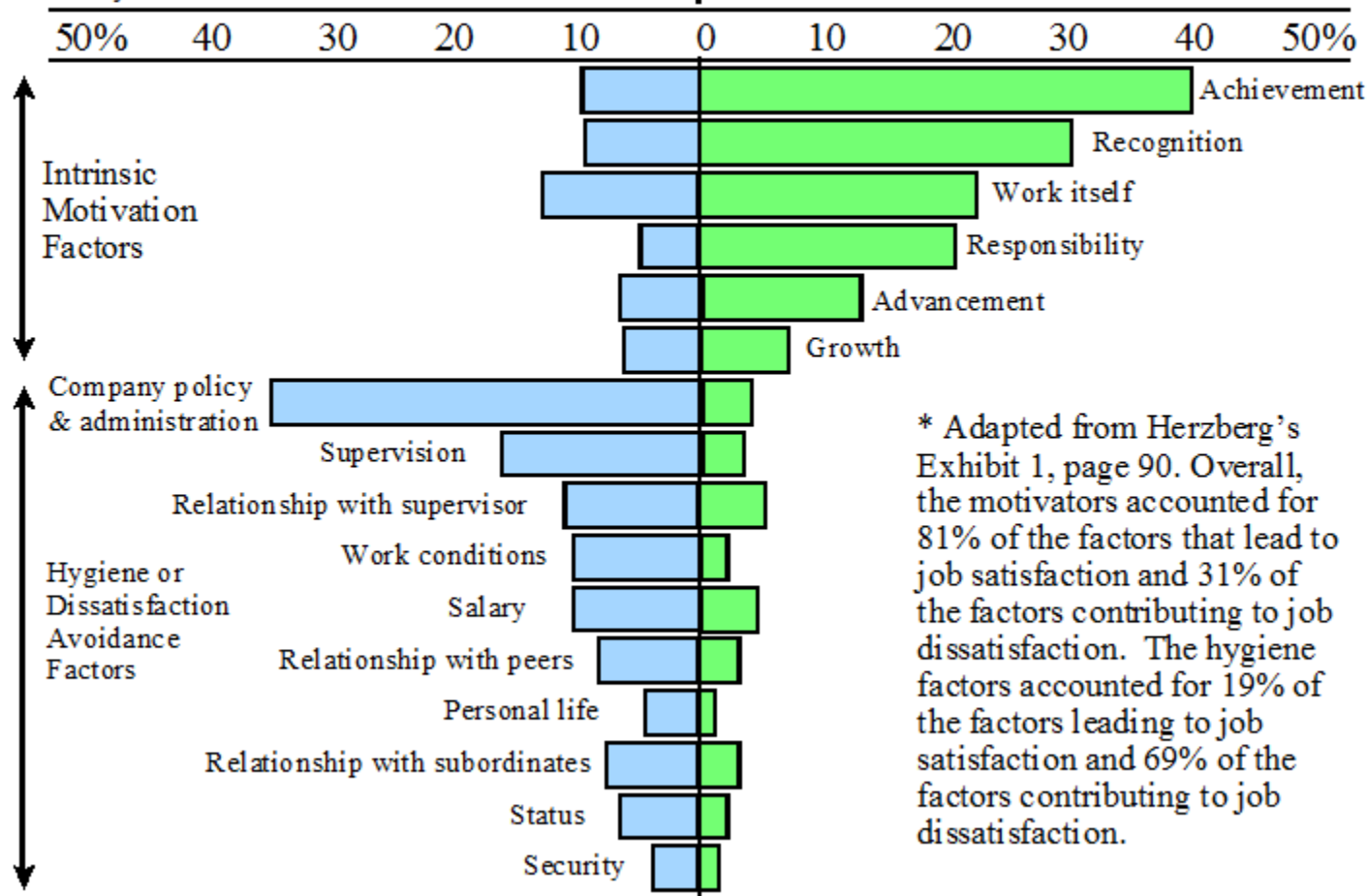


\*Adapted from National Training Laboratories. Bethel, Maine

# Factors Affecting Job Attributes as Reported in 12 Investigations\*

Factors characterizing 1,844 events on the job that led to extreme dissatisfaction

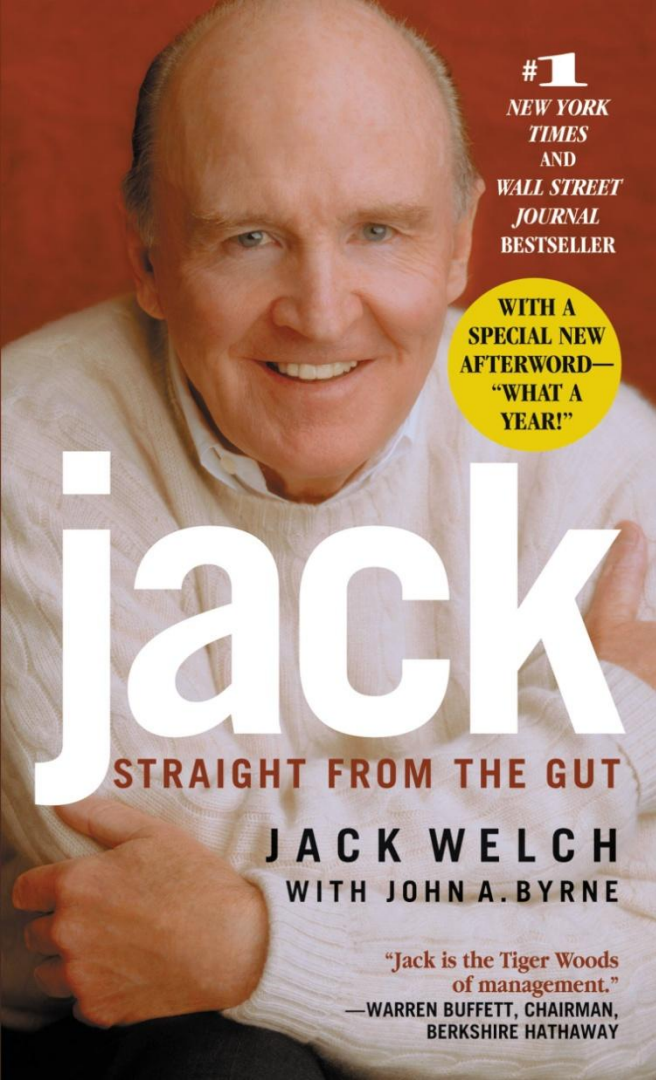
Factors characterizing 1,753 events on the job that led to extreme satisfaction



\* Adapted from Herzberg's Exhibit 1, page 90. Overall, the motivators accounted for 81% of the factors that lead to job satisfaction and 31% of the factors contributing to job dissatisfaction. The hygiene factors accounted for 19% of the factors leading to job satisfaction and 69% of the factors contributing to job dissatisfaction.







#1

NEW YORK  
TIMES  
AND  
WALL STREET  
JOURNAL  
BESTSELLER

WITH A  
SPECIAL NEW  
AFTERWORD—  
“WHAT A  
YEAR!”

# jack

STRAIGHT FROM THE GUT

JACK WELCH  
WITH JOHN A. BYRNE

“Jack is the Tiger Woods  
of management.”  
—WARREN BUFFETT, CHAIRMAN,  
BERKSHIRE HATHAWAY

# Reverse Mentoring

# NUMBER OF YEARS IT TOOK FOR EACH PRODUCT TO GAIN 50 MILLION USERS:

Airlines



**68yrs**

Automobiles



**62yrs**

Telephone



**50yrs**

Electricity



**46yrs**

Credit Card



**28yrs**

Television



**22yrs**

ATM



**18yrs**

Computer



**14yrs**

Cell Phone



**12yrs**

Internet



**7yrs**

iPods



**4yrs**

Youtube



**4yrs**

Facebook



**3yrs**

Twitter



**2yrs**

Pokémon Go

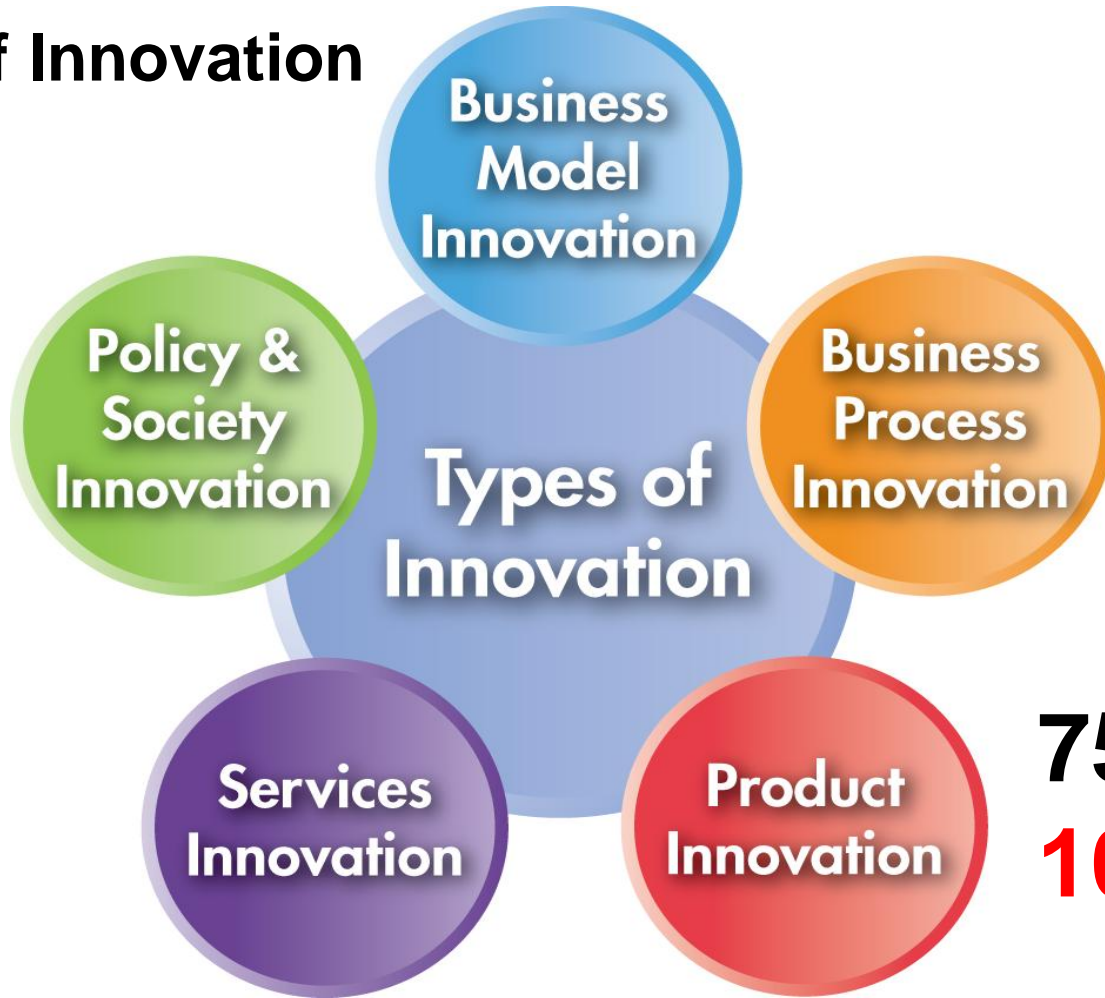


**19 days**

**Innovation?**



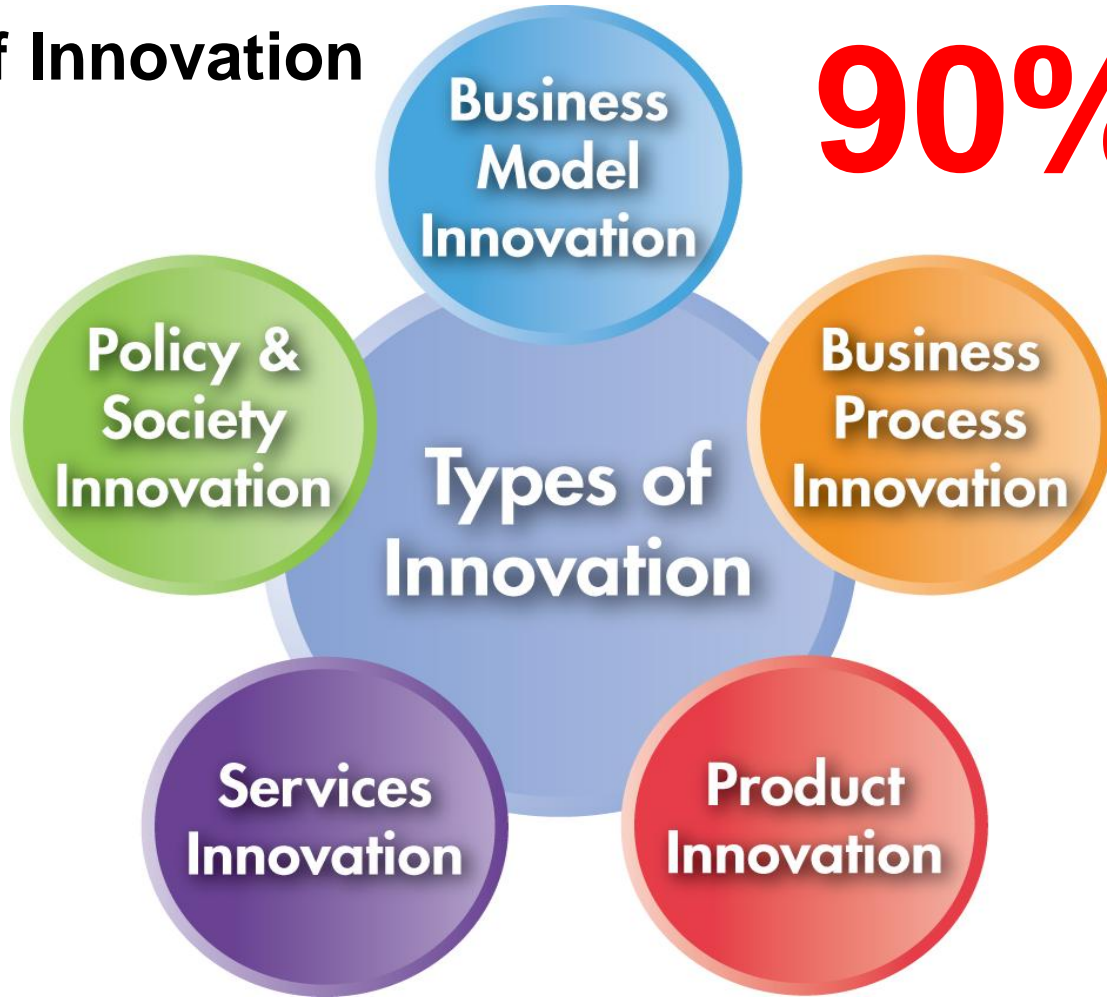
# Types of Innovation



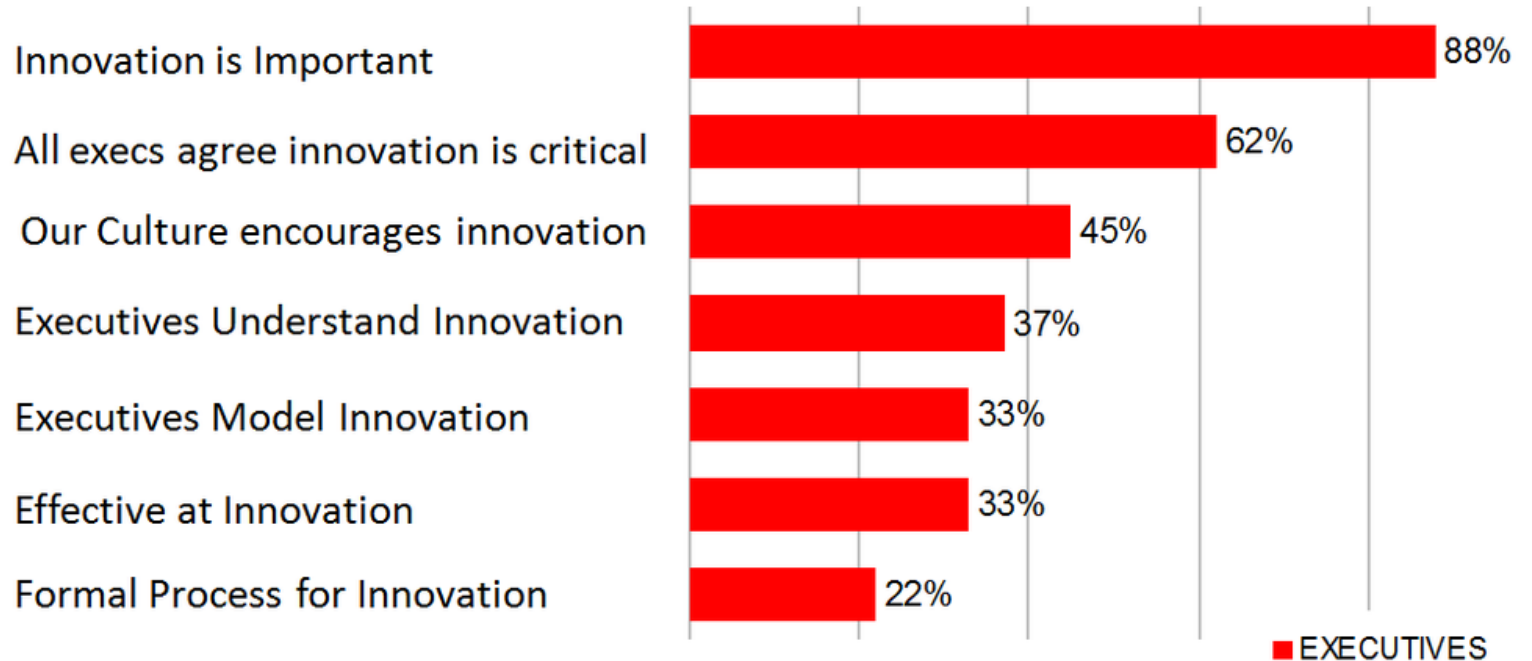
**75% Focus**  
**10% Value**

# Types of Innovation

**90% Value**



# We know innovation is important...





*How to spot*

*the next breakthrough*

# *Blindsided*

*that will change*

*your business forever*

J I M H A R R I S

## ***Disruptive Innovation***

**jim@jimharris.com**



**in/JimHarrisProfile**



**@JimHarris**