

How it works:

**STEP 0 Basic information (10 min.)**

Topics:

* Introduction of the facilitator and co-facilitator.
* Introduction to the structure of the Innovation Canvas.
* Outline of the procedure for completing the Canvas.
* Assignment of positions (identifiers).
* Explanatory questions

**STEP 1 Organization characteristics(10 min.)**

Topics:

* Assignation of the participant to specific niche.
* A brief description of the organisation participating in the workshop.
* Organization‘s innovative activities,
* Organization‘s significant cooperative links.
* Organization‘s reference outputs.
* Further important information

Questions:

* What niche are you going to participate in?
* Could you briefly describe your organization, workplace, sector, staff number, etc.
* Can you express your core competences in innovation activities?
* Can you list up to three references of remarkable outputs resulting from your activity (e.g., patents, prototypes, commercial product/service, publication, certification)?
* Can you share an example of a significant cooperative link your organization has and how it has influenced your reference outputs?

**STEP 2 Innovation characteristics (15 min.)**

Topics:

* Key characteristics of the innovation to be offered.
* Uniqueness and competitiveness of innovation.
* Disruptive potential of innovation.
* Innovation application segment.
* Other benefits of innovation.

Questions:

* What are the target groups for the adoption of your innovation?
* Can you specify the type of innovation involved: product, process, business model, organizational, marketing or other (please specify)?
* Can you describe uniqueness of the innovation offered?

**STEP 3 Innovation develpment, implementation (20 min.)**

Topics:

* How could definite Innovation design look like?
* Description of current progress of innovation development.
* The main Innovation outputs.
* External environment limits (regulation, ethics, user‘s preoccupation).
* Steps to be taken to complete innovation to meet customer’s need.
* Other important details.

Questions:

* How do you define the specific design of the innovation taking shape to fully realize its disruptive potential?
* How would you describe the current stage of development of the innovation and what are the major milestones yet to be achieved?
* What is the expected timeline for fully developing and implementing the innovation, including any critical milestones, environmental limits or deadlines?
* Can you identify the main outputs or deliverables of the innovation that will be produced once it is fully implemented?
* Are there any additional details about the innovation’s development or implementation that you think are important for us to know.

**STEP 4 Avenues to accomplishment of results(20 min.)**

Topics:

* Network requirements to be critical for Innovation launch.
* Capabilities and competences of counterpart.
* Other potential sectors tackling the same problem and applying similar solutions.
* Effective risk management system to predict, analyse and mitigate potential risks.

Questions:

* What kind of network infrastructure or connections are crucial for successfully launching your innovation and why?
* In terms of the capabilities and competences of your partners or counterparts, what are the most critical areas that need to be strengthened for achieving the innovation?
* Are there other workplaces or industries that currently address the same problem and apply similar solutions? What can be lessons-learned from them?
* Does your organization operate an effective risk management system to predict, analyse and mitigate potential risk?
* Which of video-factsheets presents the most attractive demand for your innovation? (give the number).

**STEP 5 Critical success factors(15 min.)**

Topics:

* Ideas for utilization of disruptive Innovation and Blue Ocean creation.
* Factors to be conditional for Innovation achievement.
* Strengths of Innovation proposal.
* Weaknesses of Innovation proposal.
* List of innovation risks identified.
* Barriers to Innovation proposal (regulatory obstacles, lack of resources etc.).

Questions:

* How do you envision leveraging your innovation to create new market spaces or ‘Blue Ocean’ opportunities?
* In your opinion, what are the most important strengths of your innovation proposal? How can they be further enhanced?
* Can you identify any internal weaknesses or limitations of the innovation proposal that may affect its successful implementation? How might they be addressed?
* Which of the identified risks and barriers to the innovation proposal do you consider the most difficult to overcome? What strategies do you bear in mind?

**STEP 6 Conclusion made from BOS Innovation Canvas(5 min.)**

Topic:

Making conclusions (most important challenges highlights).

Question:

Are there any additional insights, lessons learned, or important aspects of your innovation project that have not been mentioned in the previous questions?