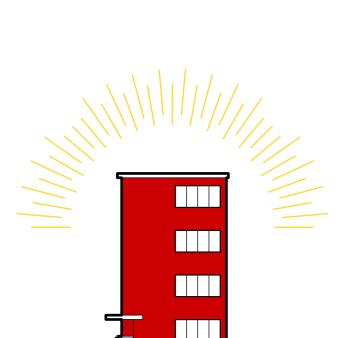
Using Micro-battles to Build a Business of the Future

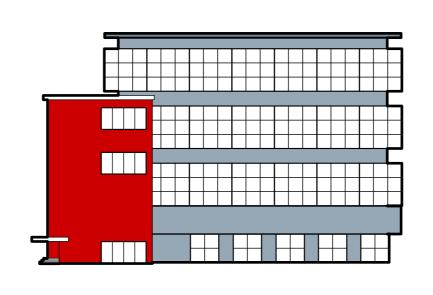
The next generation of winning firms will be big and fast. Micro-battles can help companies get there.

> Growth creates complexity. Complexity kills growth.



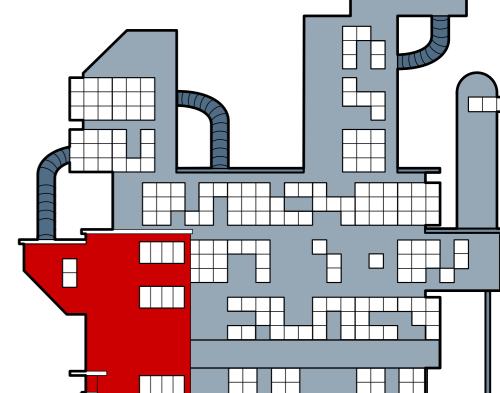
Insurgent

These innovative, fast-growing companies have speed on their side. But they need scale.



Incumbent

These established companies have the **benefits of size**. But they're losing the speed that got them here.



Struggling bureaucracy

These firms can't react to competitors fast enough. Their size is a liability. Radical change is needed.

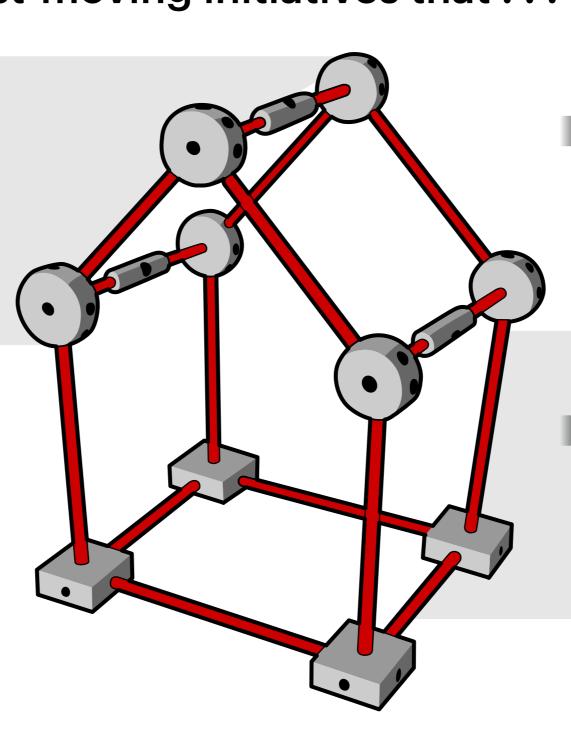
Micro-battles combat the growth crisis

To maintain start-up-like speed, firms can launch fast-moving initiatives that . . .

Scale winning solutions across the organization

to critical strategic issues

Bring focus



Generate prototypes on behalf of customers

Build new businesses for the future

Start with small, cross-functional teams They solve problems with a test-and-learn

approach called the Win-Scale cycle.



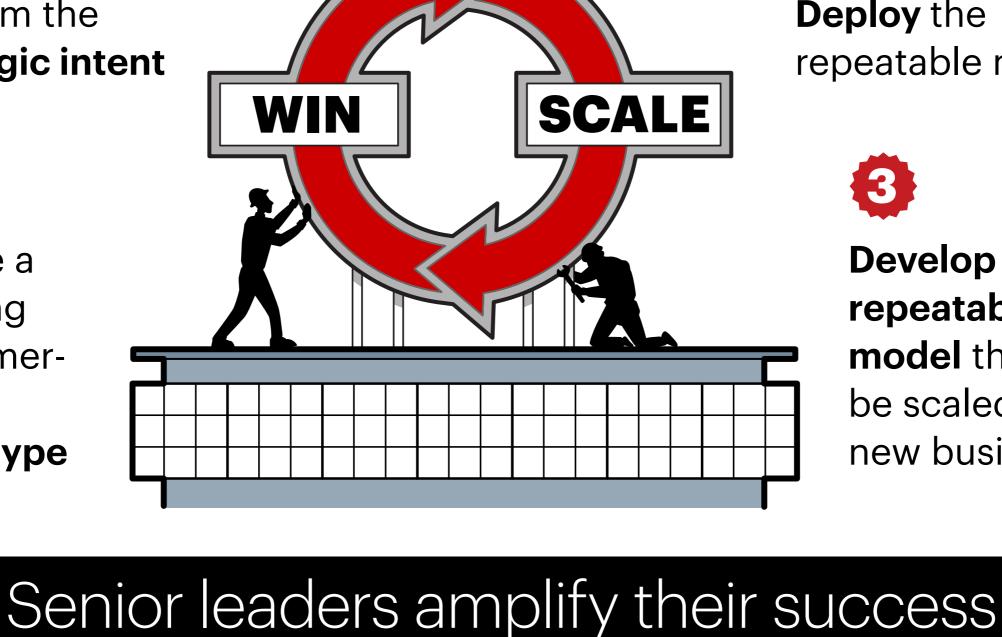
Confirm the

tested prototype

Create a

winning

customer-



Deploy the repeatable model

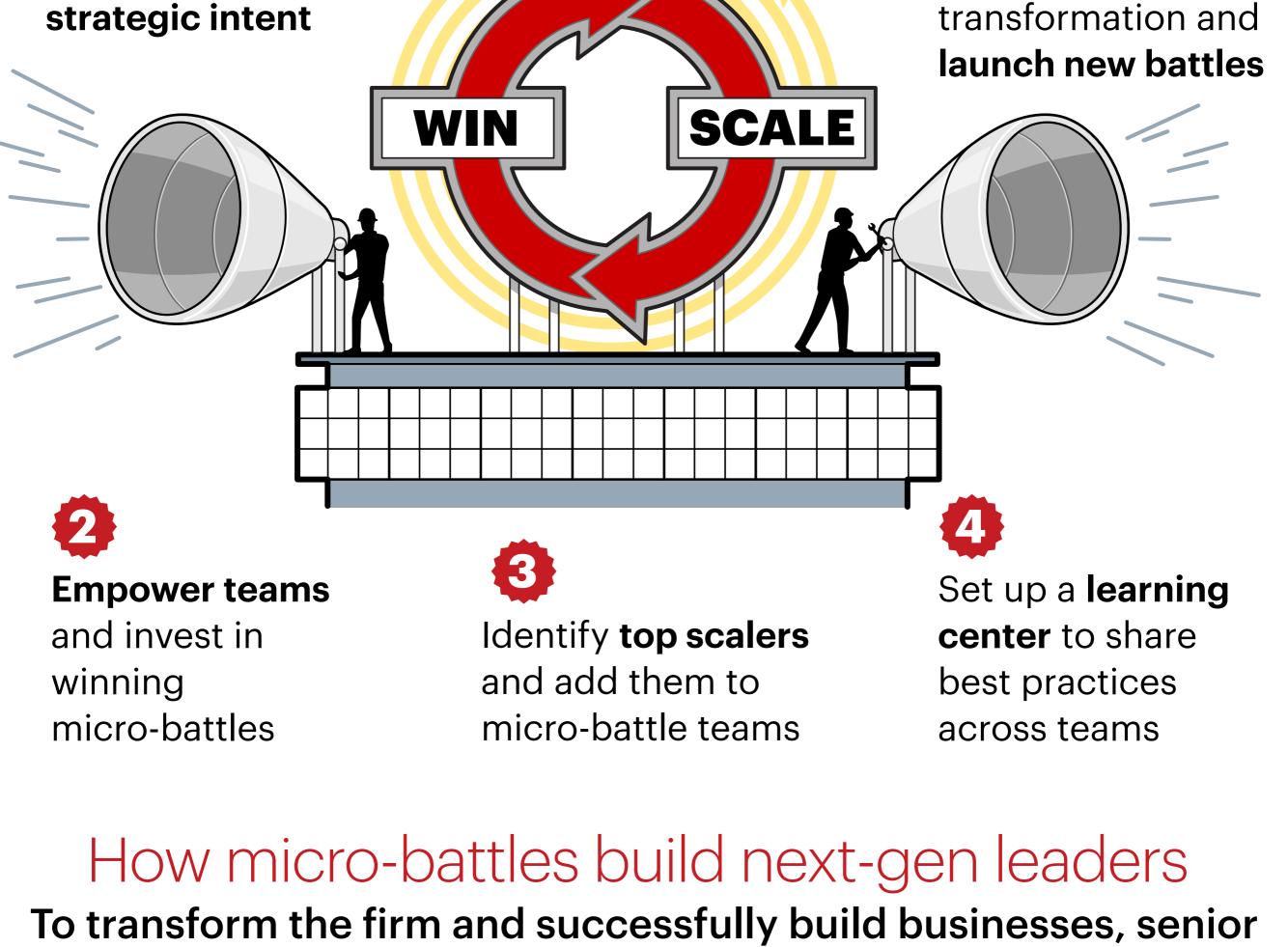
Develop a

repeatable model that can be scaled into new business

mindsets and transform executive behavior.

The new ways of working challenge bureaucratic

Set the Evaluate the



leaders recognize and nurture three communities of people

