

# IN-COMPANY PRESENTATIONS

Jay E. Paap

## **Logic**

Often firms find significant advantages of sponsoring an in-company seminar or workshop based on Jay Paap's extensive range of public programs and consulting experience. It provides organizations an opportunity:

- Tailor the content to their needs
- Integrate topics from multiple public and internal programs
- Develop a common vocabulary and approach
- Safely discuss organization specific issues
- Avoid the cost and time of sending stall to public programs

## **Approach**

Based on an in-person or series of telephone interviews with the sponsor we jointly develop learning objectives and an agenda, decide on who to invite, and prepare pre-work (readings and/or exercises) so that as much time as possible is spent on application of concepts to the organization rather than learning basic concepts.

Workshops are often followed by a half to full day review and planning session with the sponsors to identify actions they can take to apply the concepts to their operations.

## **Formats**

- Half day to two-day workshops
- After dinner or lunch talks
- Off-site facilitation of combination workshop and planning sessions

## **Representative Topics**

- Fostering Creativity and Innovation
- Customer Focused Technology Planning
- Technology and Product Roadmapping
- Technology Strategy
- Competitive Intelligence for Innovation
- Managing Technical Professionals
- Managing Project Teams
- Open innovation and Corporate Venturing
- Strategic Alliances
- Understanding Customer's Unarticulated Needs
- Anticipating Disruptive Technologies
- Innovation friendly project review processes

## **Representative Sponsors**

Sponsoring organizations include multiple industries and span the globe. A listing of recent sponsors follows. For further information please contact:

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## Representative Sponsors of Internal Programs and Presentations

### **Aerospace/defense**

Boeing  
Draper Labs  
Embraer  
Hamilton Sundstrand  
ITT  
Kaman Aerospace  
Northrop Grumman

### **Chemical/materials**

Arkema  
Akzo  
Amax  
Brush Wellman  
DuPont  
Henkel  
PPG  
Rohm & Haas  
SABIC  
Union Carbide  
WR Grace

### **Computer/electronics**

IBM  
Lexmark  
Motorola

Nokia  
Novell  
Pitney Bowes  
Plantronics (Mexico)  
Qualcomm  
Sciex  
Storagetech  
Zebra Technologies

### **Consumer products**

Cadbury  
Fonterra (NZ Dairy Board)  
Gillette  
GOJO  
GSK  
Kimberly Clark  
Land O'Lakes  
Pepsico/Quaker Oats  
Proctor & Gamble

### **Energy/oil services**

Baker-Hughes  
Ballard  
BP/Amoco  
ConocoPhillips  
ExxonMobil  
Kerr-McGee  
Neste Oy

Shell Oil  
So California Edison

### **Government agencies/labs**

INTEQ – Quebec  
Lawrence Livermore Nat'l Lab  
Sandia National Labs  
NRC - Canada

### **Manufacturing**

Emhart  
FMC  
Ford Motor Company  
Harley Davidson  
John Deere  
Johnson Controls  
Nissan  
Stoneridge

### **Medical products/pharma**

Abbott Diagnostics  
AstraZeneca  
Becton Dickinson  
Covidine  
Johnson & Johnson  
MEC  
Medtronics  
Pfizer