

Course Name

Building an Innovation Opportunity Pipeline

Sector Name

Digital Transformation and Innovation

Document Type

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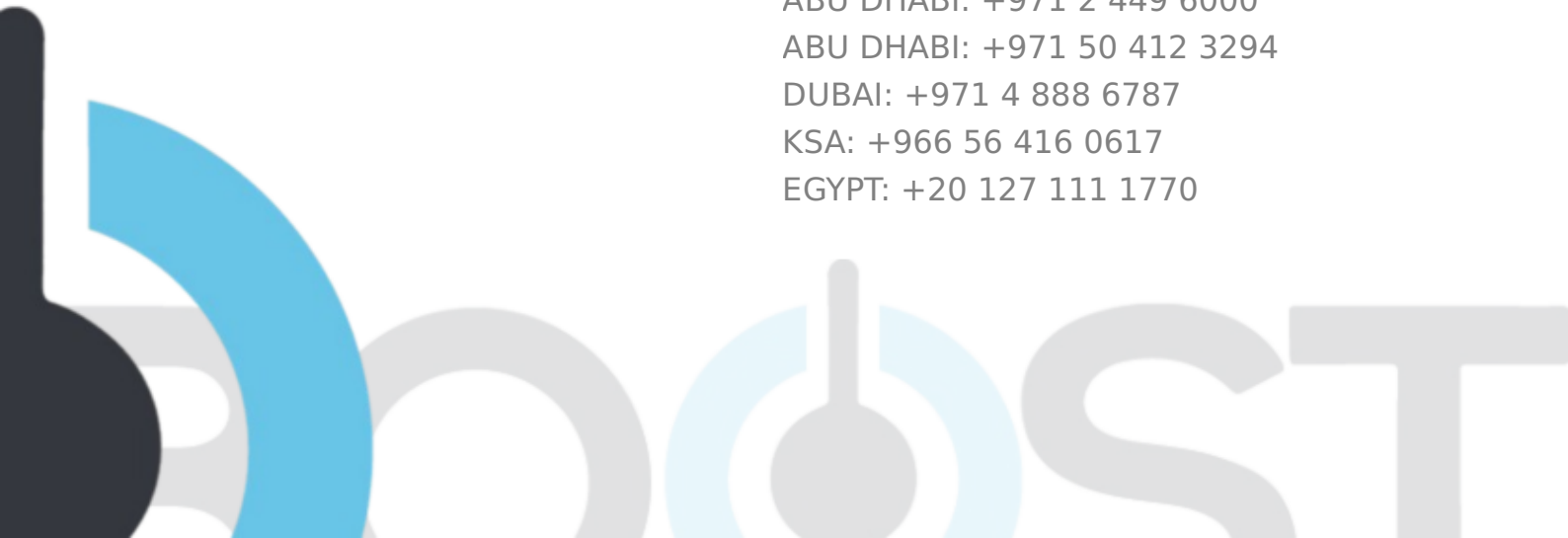
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Building an Innovation Opportunity Pipeline

Course Introduction

Organizations rarely suffer from a complete shortage of ideas.

The greater challenge is identifying which problems and opportunities deserve innovation attention, separating promising opportunities from interesting but low-value suggestions, and creating a reliable path that moves the strongest opportunities toward experimentation and development.

Without such a system, innovation can become reactive, fragmented, or driven by whoever promotes an idea most strongly.

BOOST Consulting & Training presents **Building an Innovation Opportunity Pipeline** as a practical program designed to create a structured flow from opportunity discovery to prioritization and action.

Participants will learn how to scan for innovation opportunities, frame them around meaningful problems, evaluate their potential, build a balanced opportunity pipeline, and establish clear decision points that move the strongest opportunities toward testing while filtering out weak or poorly timed ideas.

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Building an Innovation Opportunity Pipeline

Target Audience

This program is designed for Innovation Professionals, Digital Transformation Teams, Strategy and Business Development Professionals, and managers responsible for innovation initiatives.

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Learning Objectives

- ✓ Identify innovation opportunities from internal and external signals.
- ✓ Frame opportunities around meaningful problems rather than premature solutions.
- ✓ Evaluate opportunities according to value, relevance, feasibility, and uncertainty.
- ✓ Prioritize competing innovation opportunities using transparent criteria.
- ✓ Build and balance an innovation opportunity pipeline.
- ✓ Establish decision points for advancing, reshaping, holding, or stopping opportunities.
- ✓ Create practical mechanisms for continuously replenishing the innovation pipeline.

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Building an Innovation Opportunity Pipeline

Course Outline

✓ DAY 01

Discovering Where Innovation Is Needed

Reading Signals of Opportunity

- ✓ Identifying opportunities from customer needs, operational friction, market shifts, and emerging capabilities
- ✓ Recognizing recurring problems and unmet needs as potential innovation triggers
- ✓ Separating meaningful signals from temporary trends and isolated suggestions

Creating an Opportunity Landscape

- ✓ Connecting signals to areas where innovation could create meaningful value
- ✓ Grouping opportunities around customer, operational, business, and strategic needs
- ✓ Building an initial Innovation Opportunity Landscape

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Course Outline

✓ DAY 02

Turning Signals into Strong Opportunity Statements

Framing the Problem Before the Solution

- ✓ Distinguishing innovation opportunities from preselected ideas and technologies
- ✓ Defining who experiences the problem, under what conditions, and with what impact
- ✓ Challenging assumptions embedded in initial opportunity descriptions

Defining the Opportunity Clearly

- ✓ Clarifying desired outcomes without prematurely prescribing the solution
- ✓ Establishing boundaries and context around the opportunity
- ✓ Developing concise Innovation Opportunity Statements

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Course Outline

✓ DAY 03

Evaluating Innovation Potential

Assessing Opportunity Attractiveness

- ✓ Evaluating potential customer, operational, financial, and strategic value
- ✓ Assessing relevance, urgency, reach, and alignment with organizational priorities
- ✓ Comparing short-term opportunities with longer-term innovation potential

Understanding Feasibility and Uncertainty

- ✓ Identifying capability, technology, resource, and implementation considerations
- ✓ Mapping critical uncertainties that require further investigation
- ✓ Creating an Innovation Opportunity Assessment

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Course Outline

✓ DAY 04

Building and Prioritizing the Pipeline

Comparing Competing Opportunities

- ✓ Applying consistent criteria across different types of innovation opportunities
- ✓ Balancing potential value against feasibility, uncertainty, and timing
- ✓ Avoiding prioritization based solely on seniority, enthusiasm, or novelty

Creating a Balanced Innovation Pipeline

- ✓ Categorizing opportunities according to maturity and innovation horizons
- ✓ Balancing incremental improvements with more ambitious opportunities
- ✓ Developing a visual Innovation Opportunity Pipeline

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Course Outline

✓ DAY 05

Moving the Right Opportunities Forward

Creating Effective Innovation Decision Gates

- ✓ Defining evidence required before opportunities progress to exploration or experimentation
- ✓ Establishing advances, reshape, hold, and stop making decisions
- ✓ Assigning ownership and next actions without creating unnecessary bureaucracy

Innovation Pipeline Challenge

- ✓ Evaluating a portfolio of competing opportunities through a realistic simulation
- ✓ Defending prioritization and progression decisions as conditions change
- ✓ Developing an Innovation Pipeline Action Plan for workplace implementation

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Dec. 21, 2026	Dec. 25, 2026	5 days	4250.00 \$	UAE , Dubai

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