



nothing you can do that can't be done. nothing you can sing that can't be sung. nothing you can say but you can learn how to play the game. It's easy.

nothing you can make that can't be made. no one you can save that can't be saved. nothing you can do but you can learn how to be you in time. It's easy.

John Lennon



## Wrungs

- 1 Introduction:
  - Chasmatics
  - **Motivating Innovation**
- 2 Historical Perspectives
  - + complexities
- 3 Does Economics Define Utility?
- 4 Templates: successful xing
- 5 Notable (and dangerous) accidents: Airlines, GEO Comms, blue & green
- 6 Know the Enemies: tech & human

- 7 When reality imitates art
- 8 The Law of Unexpected
  Consequences: Smart Innov.
- 9 Serendipity & Disruption
- 10 Attempts to manage innovation
- 11 ~ Field Trip
- 12 How can smart innovation help to cross?
- 13 How to get smart innovation to cross.

occasionally: Pesigner's Notebook

Crossing the Chasm

Designer's Notebook #1: Design Defined

Aesthetic: looks

- Picture frame; Automobile crease lines

Operational Aesthetic: looks like

- Overall Automobile design

- Architecture

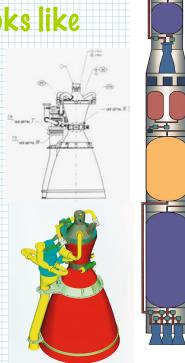
Product: works like

- Hand friendly can opener

Engineering: works

- V-6 (car engines have styling?)

- Apollo Capsule

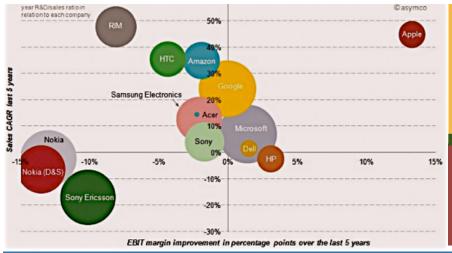


Crossing the Chasm



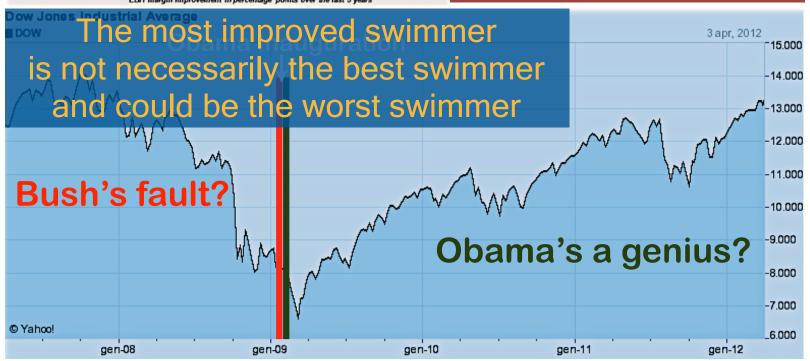
Before invention of the can opener, people opened cans with knives, chisels, hammers, heat or sometimes, their teeth





## What is the evidence that the method of the chasm works?

Why are more famous singers 1st children than any other family position?





Show the effect of advertising or physical therapy (or not advertising) (or sitting on the couch) on sales of anything on healing of anything

\*we won't go there