



Strategic Technology and Innovation Management Programme 2018

Visualisation of value

Aims

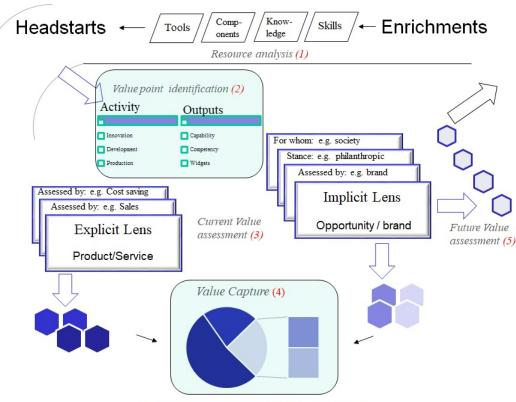
Dr Val Lynch valerie.lynch@ andtr.com To create tools to assist companies in communicating implicit value To gain understanding of

visualistions that assist companies in communicating value.

Progress

Development of a tool following discussions and input from companies and review of literature.

In-depth workshops trialling the tool with four companies



Explicit Headstarts Implicit Opportunity Brand

Process for assessing value ready for visualisation

Input from discussion and

literature review

Repeatable process required if it is to be used across different projects

Contextual viewpoints or lenses are a good way to extract information from the outputs of a process

Simple and well-known graphical representations will help engage managers and financers

Main points from workshop report

Preparation to set context requires review meaning of value, ie. For whom, Of what

Stakeholders are then ready discuss and identify where value resides and how it could be captured. A storyline can be formed

Examples of simple graphs, e.g barcharts, line graphs etc. help participants with the visualisation. Story lines can connect different graphs