



How innovators thrive on risk and opportunity

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Agenda

- Introduction
 - Understanding opportunities
- The opportunity to innovate
 - Schedule opportunity analysis
- Opportunity = Mindset



Negative risk words



Positive risk words



It helps to say
'Risk'
rather than
'Risk Management'

Innovation
& change

Risk & Opportunity
The game winning
strategy

Risk tolerance

Compliance
Allows you to
play the game

Regulation & Control



The challenge

Why are opportunities so elusive?

- Risk typically seen as negative
- Too busy firefighting threats
- No funding / resources (zero-sum game)
- Already included in the (optimistic) bid
... and are now a risk !!!
- Keep the opportunity 'up your sleeve'
... for fear of failure
- "Not allowed" in the contract



The challenge

The law of unintended consequences

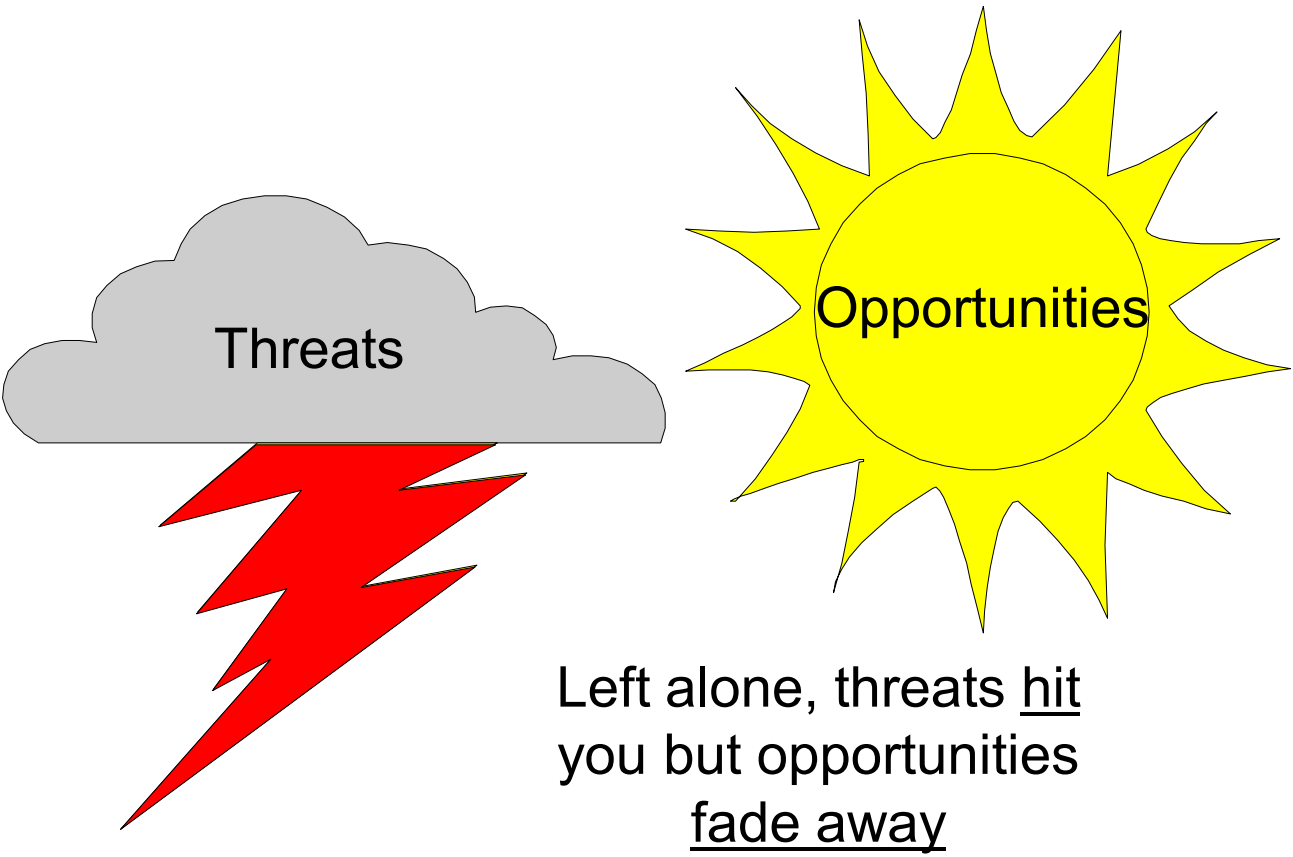
- Opportunities can backfire and turn into threats
- Risks can be both threat and opportunity
- **Take calculated risk to achieve opportunity**
- Senior managers DO NOT like surprises

"We take a lot of calculated risk, but we make sure that no one risk is going to topple everything. Protecting the downside is critical."

Richard Branson



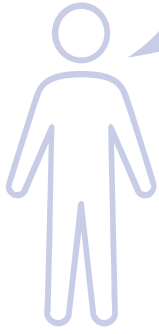
The opportunity conundrum



The opportunity conundrum

“Rarely are opportunities presented to you in a perfect way, in a nice little box with a yellow bow on top. ... opportunities, the good ones, they’re messy and confusing and hard to recognize. They’re risky. They challenge you.”

- Susan Wojcicki, CEO of YouTube



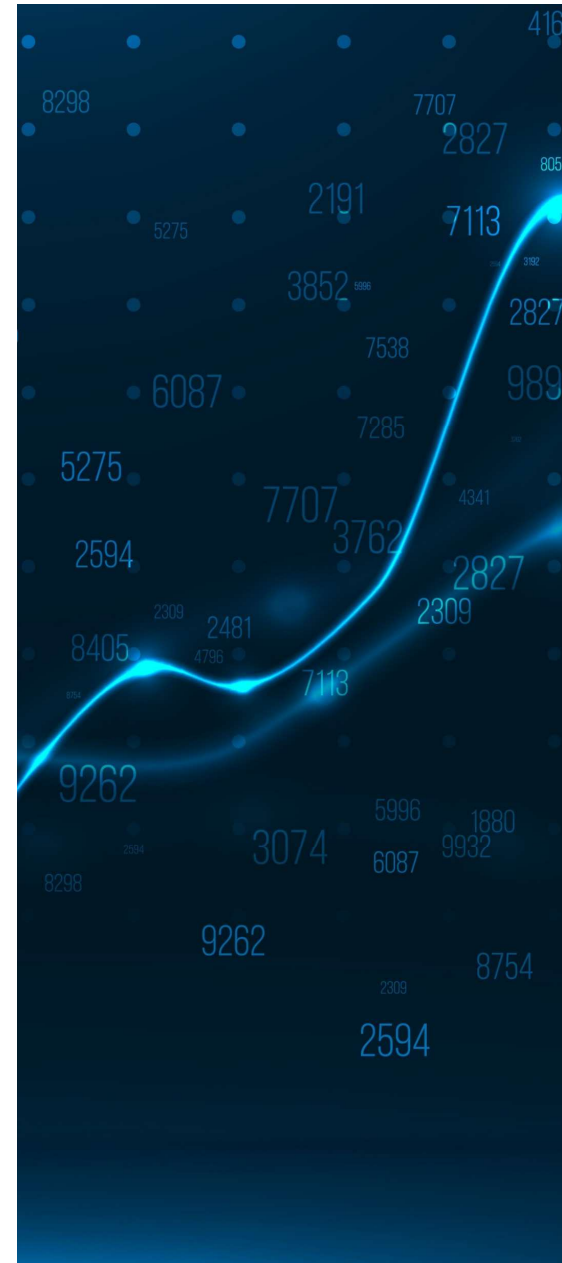
“You’ll always miss 100% of the shots you don’t take.”

Wayne Gretzky, Former Ice Hockey Player and Head Coach



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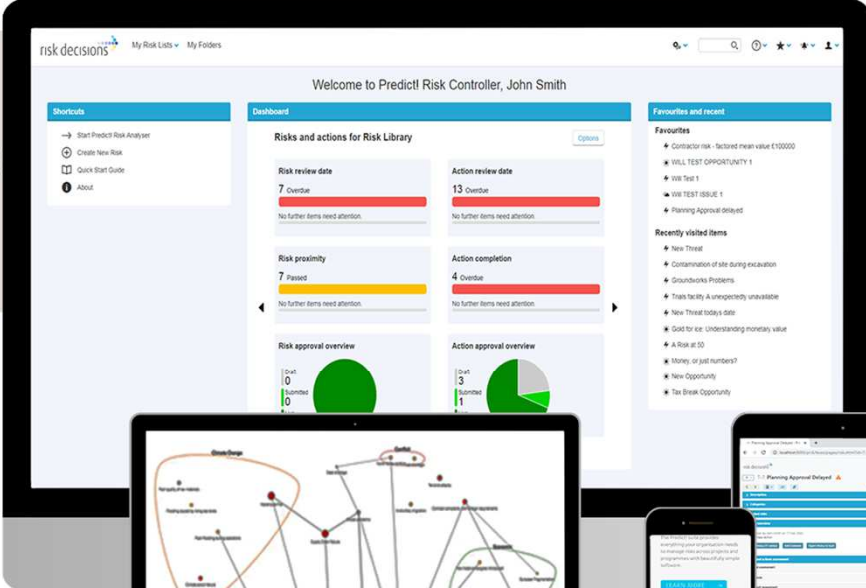
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Risk Decisions' Predict! software

Predict!
Cloud
ISO31000
ISO27001

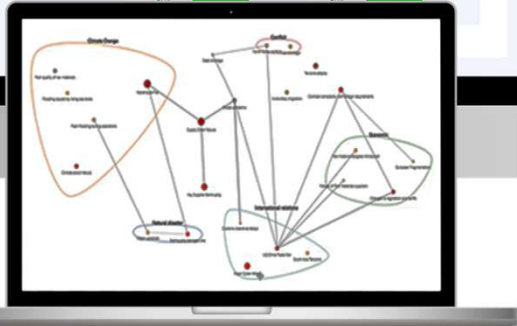
Predict!
Risk Controller



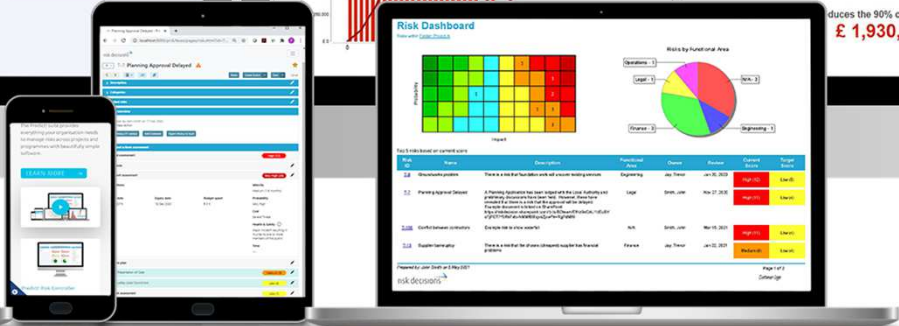
Predict!
Risk Analyser



Predict!
Risk Visualiser



Predict!
Risk Reporter



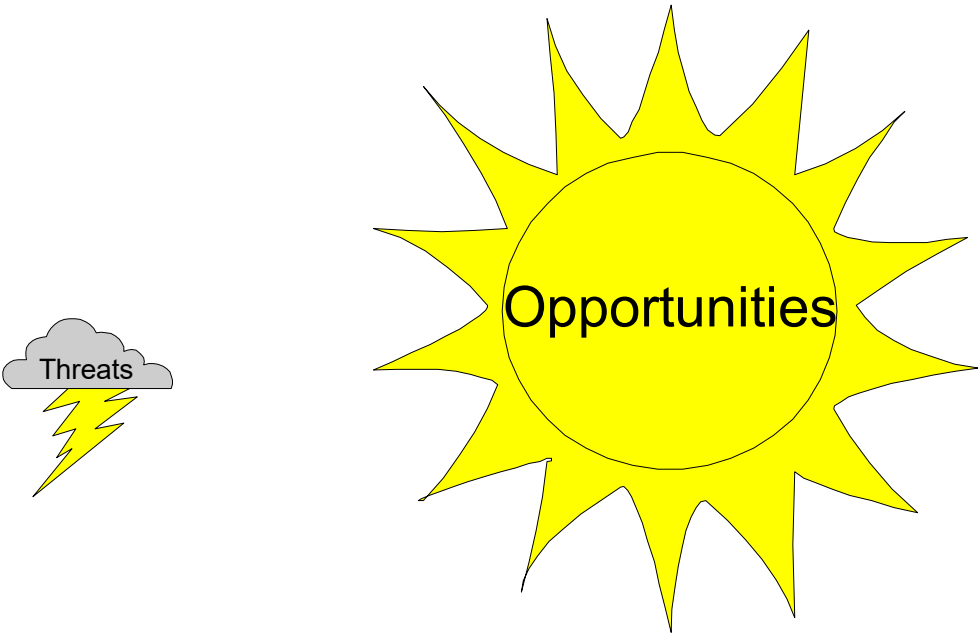
Learn more

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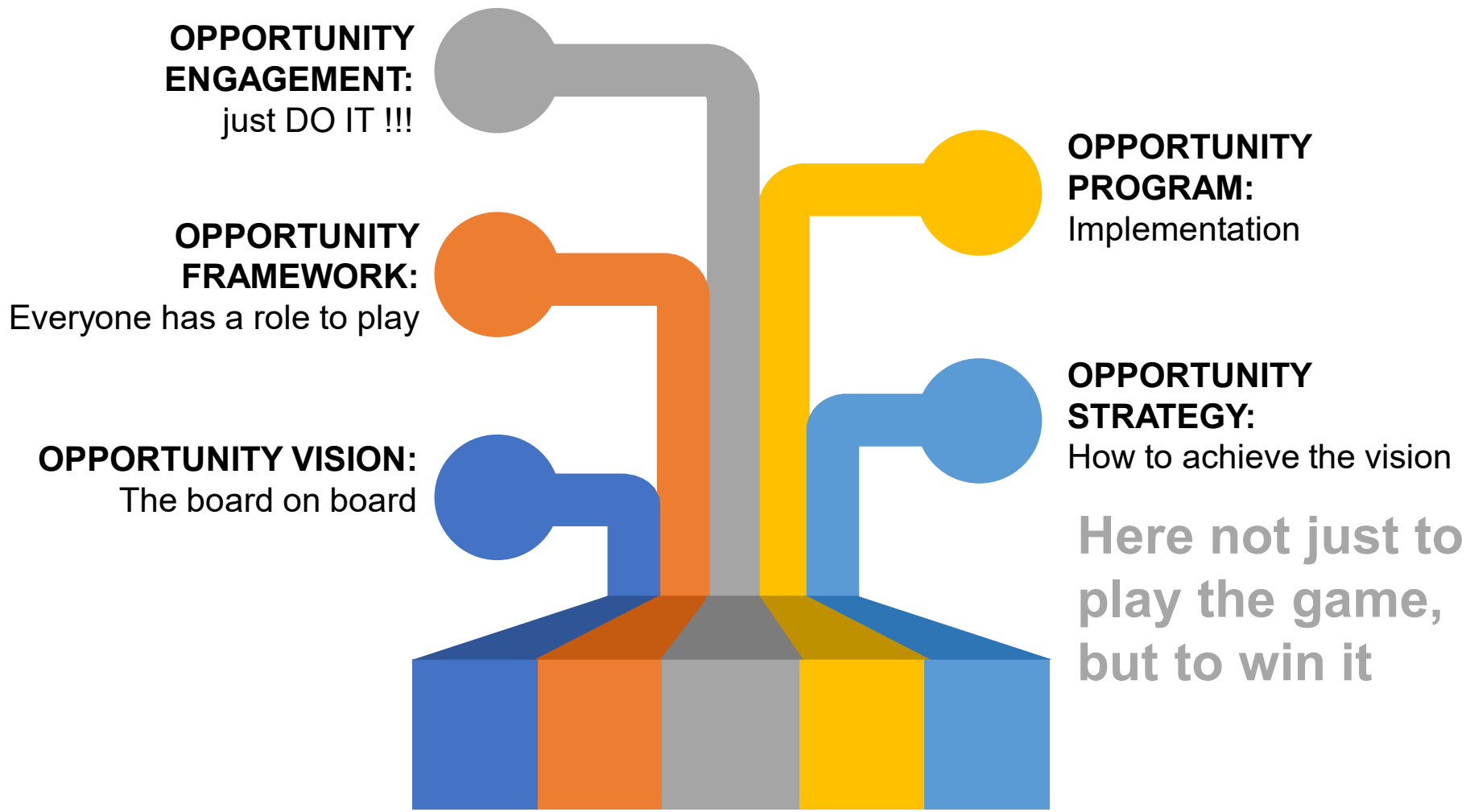
Intelligent innovation



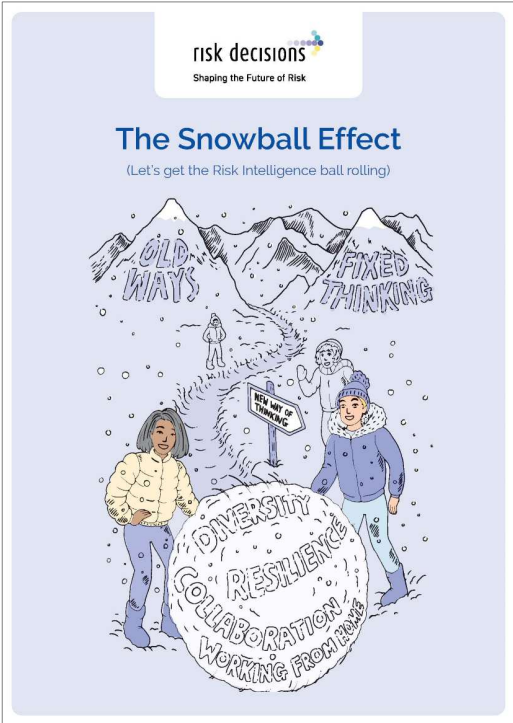
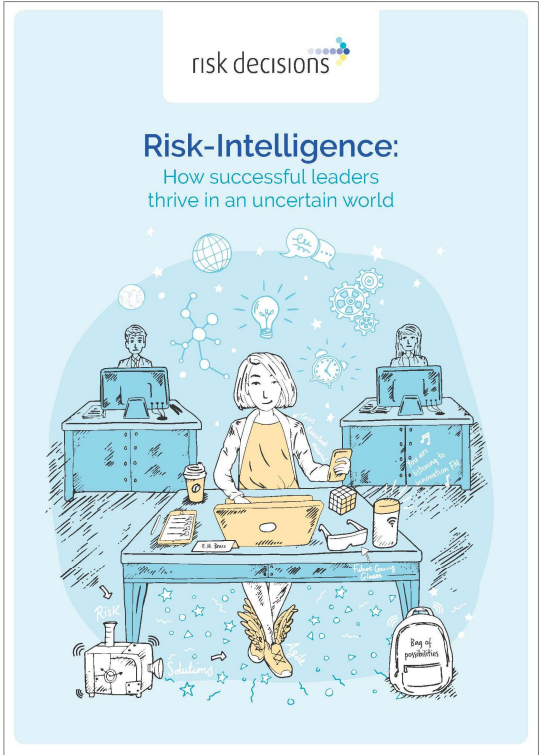
Manage the risks
Nail those opportunities



The risk intelligent organisation



Risk-Intelligence: How successful leaders thrive in an uncertain world



Thank you for listening

Questions



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