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COURSE BROCHURE

# Innovation Outcome Metrics and Value Tracking Training Course

4 – 8 July 2027
Sharm El-Sheikh

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# Innovation Outcome Metrics and Value Tracking Training Course

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Innovation Outcome Metrics and Value Tracking is a 1-week training course for heads of function, innovation leads and performance managers who must show what new ideas actually return, and who leave with an innovation value ledger for their own unit. Boards now fund fewer experiments and ask harder questions about which ones paid back. Jupiter Prime Training runs this course for leaders who answer those questions with evidence.

## Why Innovation Outcome Metrics Matter Now

Finance committees want a line of sight from each experiment to revenue, cost or risk. Customers judge new services by how quickly they improve, not by launch announcements. Teams grow cynical when ideas are counted but never followed through. An organisation that measures only idea volume rewards activity and starves the concepts that create value. One that tracks leading signals, adoption and realised benefit can stop weak bets early and scale strong ones with confidence.

## Who Gains Most from Innovation Outcome Metrics

- Leaders who sponsor new products, services or internal improvements and must defend their budgets
- Specialists who build performance dashboards and need sound measures for uncertain work
- Managers who run experiment portfolios and decide which concepts continue, pivot or stop
- Finance partners who translate early evidence into forecasts and benefit cases
- Department heads who must report the return on improvement efforts to senior committees

A sponsor, finance partner and portfolio manager from one unit gain most attending together.

## Innovation Outcome Metrics Capabilities

Participants practise separating effort from effect, choosing signals that move before revenue does, and tying each concept to a benefit that someone owns.

- Distinguish input, output and outcome measures for each concept — portfolio sponsors
- Design leading indicators that predict adoption before launch — product owners
- Build a value hypothesis with a baseline and owner — finance partners
- Calculate realised benefit against the original case — steering committees
- Weigh stop, pivot or scale choices on evidence — investment boards
- Communicate innovation returns in a single ledger — senior executives

## Key Innovation Outcome Metrics Terms

- Outcome measure — a change in customer behaviour, cost, revenue or risk that results from a new idea, rather than the effort spent on it.
- Leading indicator — an early signal, such as repeat use or conversion, that predicts whether a concept will create later value.
- Value hypothesis — a testable statement of who benefits from a concept, by how much and how that change will be observed.
- Benefit owner — the named manager accountable for realising and reporting the value a launched concept promised.
- Kill criterion — a threshold agreed in advance that triggers stopping a concept when evidence falls short.
- Value ledger — a running record linking each concept to its spend, evidence, decisions and realised benefit.

## Innovation Outcome Metrics Day by Day

## Day 1: From Idea Counts to Outcome Evidence

- Activity Versus Outcome Measures — Why Idea Volume Misleads Sponsors
- Value Chain Mapping for New Concepts — Where Benefit Actually Appears
- Sponsor Expectation Interviews — What Committees Need to See
- Current Measure Audit — Retiring Vanity Counts and Launch Tallies
- Uncertainty Stages of a Concept — Matching Evidence to Maturity

## Day 2: Designing Signals Before Launch

- Value Hypothesis Statements — Defining Who Benefits and How Much
- Leading Indicator Selection — Predicting Adoption Before Revenue Arrives
- Baseline Capture Plans — Fixing the Starting Point for Comparison
- Small Test Design — Learning Fast at Low Cost
- Kill Criteria Agreement — Setting Stop Thresholds in Advance

## Day 3: Tracking Adoption and Realised Value

- Adoption Curves and Cohort Tables — Reading Uptake Over Time
- Benefit Owner Assignment — Making Value Someone's Accountability
- Realised Benefit Calculation — Comparing Results with the Original Case
- Attribution Judgements — Separating Concept Effects From Market Noise
- Cost to Learn Tracking — Spend per Validated Insight

## Day 4: Deciding With the Evidence

- Stop, Pivot or Scale Reviews — Structured Choices at Each Gate
- Portfolio Balance Views — Spreading Bets Across Time Horizons
- Evidence Quality Ratings — Judging How Far Results Can Be Trusted
- Reinvestment Rules — Moving Funds From Weak to Strong Concepts
- Executive Value Narrative — Explaining Returns in Plain Terms

## Day 5: Practising the Innovation Value Ledger

- Applying Outcome Measures to a Live Concept List — Sorting Real Effects
- Applying Leading Indicators and Kill Criteria — Agreeing Each Concept's Signals
- Applying Benefit Ownership to Launched Ideas — Closing Accountability Gaps
- Peer Challenge Panel — Testing Assumptions Behind Each Value Claim
- Innovation Value Ledger — Completing the Unit's Record for Sponsors

## Applying Innovation Outcome Metrics After the Course

- Run a measure audit on the unit's current concept list, replacing idea counts with one leading indicator and one outcome measure per concept.
- Hold the first stop, pivot or scale review using agreed kill criteria and record each decision in the value ledger.

## Innovation Outcome Metrics Questions FAQ

### What are innovation outcome metrics and why do they matter now?

Innovation outcome metrics measure the change a new idea creates in customers, cost, revenue or risk. They matter now because sponsors fund fewer experiments and expect clear evidence of which concepts deserve further investment and which should stop.

### Which roles gain most from innovation outcome metrics and value tracking?

Sponsors of new services, portfolio managers, dashboard specialists, finance partners and department heads gain most. Each must judge or report whether new ideas are paying back, and each benefits from shared measures and a common record of evidence.

### How does an innovation outcome metrics course differ from an idea generation course?

It starts where idea generation ends. Rather than producing concepts, you learn to define their value, track adoption and decide on evidence whether to stop, pivot or scale them.

### What will you bring back from innovation outcome metrics and value tracking training?

You bring back an innovation value ledger for your own unit. It links each concept to its spend, leading indicators, kill criteria, benefit owner and realised value, ready for your next sponsor review.

## Innovation Outcome Metrics: The Way Forward

The innovation value ledger first informs which concepts keep their funding at the next sponsor review. Portfolio managers maintain it, benefit owners update it and finance partners rely on it for forecasts. After its first use, revisit the leading indicators: early signals that failed to predict adoption should be replaced before the next round of concepts enters the portfolio.