

## Proving Ground Workshop



Before new plays debut in the heat of competition, coaches and athletes try them out on the proving ground of practices and scrimmages. Often, people skip this step in business and new concepts go right from drawing board to market, with unexpected, unintended, or under-performing results. Or companies get locked in analysis paralysis. In response, we developed the Delve Proving Ground Workshop to let clients brainstorm new concepts and scrimmage in live-time with our experienced practitioners who have “been there and done that,” getting direct – and unedited – feedback.

### Benefits and Outcomes

These real-time scrimmages deliver dramatic results. Orville and Wilbur didn’t “invent” the airplane, they assembled the pieces tried and experimented with by others in a new and different way. Similarly, our practitioners can see opportunities to combine or reconfigure business ideas and existing assets to create new competitive advantage and growth for your business. During the workshops our practitioners works with the client participants to:

Discuss their ideas and issues in an unbiased "open minded" forum,

Crystallize the business challenge and brainstorm potential approaches,

Test out key assumptions and new ideas,

Work through realistic alternatives and next steps in concert with experienced practitioners, and;

Provide unedited, unbiased feedback.

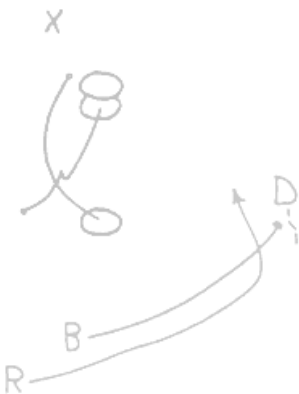
Because our practitioner members have no vested interests, they give plain-speaking assessments without prejudice. Moreover, their years of experience, let them inject breakthrough thinking, helping clients reconfigure ideas and existing assets in ways they couldn’t see themselves. Because of the nature of these workshops, client attendees can be as few as one person to a handful of executives. Client attendees should be prepared for straight talk and blue sky thinking.

### Services

The Delve Proving Ground consists of three main parts:

1. In an initial call or meeting with our practitioners to help determine goals and objectives, required data, participants, and timing. Clients use these meetings to crystallize the issue and better define the challenge.
2. Using this information we construct a ½ to whole day workshop that can take place at the client’s facility or offsite. The Workshop can be as structured or unstructured as necessary.
3. The Proving Ground concludes with a report documenting the day’s discussions and an interactive meeting to review our findings, feedback, and suggested next steps..

*“At the top, it’s hard to get unvarnished feedback. With Delve’s help, we gained the insight and courage to think in new ways.”*



To bolster the way you lead your business, contact Delve at 212-255-3870 or email us at [info@delvegroup.com](mailto:info@delvegroup.com)