

Ideation Phase

Brainstorm & Idea Prioritization


Date	12 October 2022
Team ID	PNT2022TMID00625
Project Name	Global Sales Data Analytics
Maximum Marks	4 Marks

Brainstorm & Idea Prioritization :

Brainstorming provides a free and open environment that encourages everyone within a team to participate in the creative thinking process that leads to problem solving. Prioritizing volume over value, out-of-the-box ideas are welcome and built upon, and all participants are encouraged to collaborate, helping each other develop a rich amount of creative solutions.

Use this template in your own brainstorming sessions so your team can unleash their imagination and start shaping concepts even if you're not sitting in the same room.

Step-1: Team Gathering, Collaboration and Select the Problem Statement



Brainstorm & idea prioritization

Use this template in your own brainstorming sessions so your team can unleash their imagination and start shaping concepts even if you're not sitting in the same room.

⌚ 10 minutes to prepare
🗓 1 hour to collaborate
👥 2-8 people recommended

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Before you collaborate

A little bit of preparation goes a long way with this session. Here's what you need to do to get going.

⌚ 10 minutes

A Team gathering
Define who should participate in the session and send an invite. Share relevant information or pre-work ahead.

B Set the goal
Think about the problem you'll be focusing on solving in the brainstorming session.

C Learn how to use the facilitation tools
Use the Facilitation Superpowers to run a happy and productive session.

[Open article](#)

1 Define your problem statement

What problem are you trying to solve? Frame your problem as a How Might We statement. This will be the focus of your brainstorm.

⌚ 5 minutes

PROBLEM
To improve the sales according to the customer demand and also for improvement of company growth.

Key rules of brainstorming
To run a smooth and productive session

Stay in topic.

Defer judgment.

Go for volume.

Encourage wild ideas.

Listen to others.

If possible, be visual.

Step-2: Brainstorm, Idea Listing and Grouping

2

Brainstorm

Write down any ideas that come to mind that address your problem statement.

10 minutes

TIP
You can select a sticky note and hit the pencil [switch to sketch] icon to start drawing!

Keerthika

- Interactive dashboard
- Infographics instead of just numbers
- Dynamic and realtime
- AI based predictions and demand forecasting
- Simple UI

Poojitha

- Give a meter on reliability of predictions
- Customer insights
- Accelerate revenue with AI
- Easy navigation and experience with tool
- Individualize selling at scale

Linnet

- Provide them a list of viable options
- Long term and short term solutions shown
- Graphic view comparison with competitors
- Early accessible helpline and support
- Headline followed by detailed analysis

Isneha

- Custom layout for each endpoint
- AI enabled design of conversations shown graphically as a path
- Coach sellers with behavioral insights
- Effective Marketing Tools
- Quality assurance and supply chain efficiency

3

Group ideas

Take turns sharing your ideas while clustering similar or related notes as you go. Once all sticky notes have been grouped, give each cluster a sentence-like label. If a cluster is bigger than six sticky notes, try and see if you can break it up into smaller sub-groups.

20 minutes

TIP
Add customizable tags to sticky notes to make it easier to find, browse, organize, and categorize important ideas as themes within your mural.

Interface

- Interactive dashboard
- Dynamic and realtime
- Customer insights
- Easy navigation and experience with tool
- Simple UI
- Headline followed by detailed analysis
- AI enabled design of conversations shown graphically as a path

Necessary Features

- Provide them a list of viable options
- Give a meter on reliability of predictions
- Individualize selling at scale
- Long term and short term solutions shown
- Early accessible helpline and support
- AI based predictions and demand forecasting

Premium Features

- Graphic view comparison with competitors
- Infographics instead of just numbers
- Accelerate revenue with AI
- Coach sellers with behavioral insights
- Custom layout for each endpoint
- Give a meter on reliability of predictions

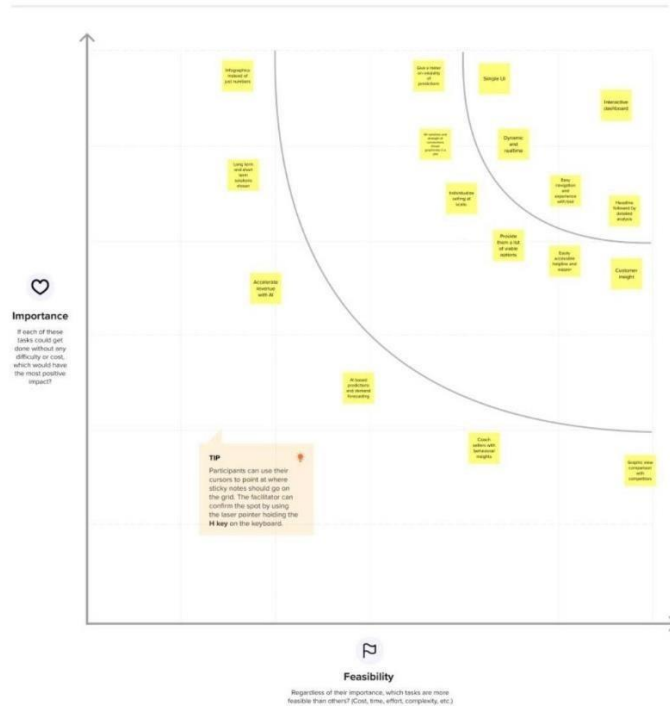
Step-3: Idea Prioritization

4

Prioritize

Your team should all be on the same page about what's important moving forward. Place your ideas on this grid to determine which ideas are important and which are feasible.

20 minutes



5

After you collaborate

You can export the mural as an image or pdf to share with members of your company who might find it helpful.

Quick add-ons

- Share the mural**
Share a view link to the mural with stakeholders to keep them in the loop about the outcomes of the session.
- Export the mural**
Export a copy of the mural as a PNG or PDF to attach to emails, include in slides, or save in your drive.

Keep moving forward

- Strategy blueprint**
Define the components of a new idea or strategy.
[Open the template →](#)
- Customer experience journey map**
Understand customer needs, motivations, and obstacles for an experience.
[Open the template →](#)
- Strengths, weaknesses, opportunities & threats**
Identify strengths, weaknesses, opportunities, and threats (SWOT) to develop a plan.
[Open the template →](#)

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