

# DARPA Hard Test

*The DARPA HARD Test provides a framework for gauging the breakthrough potential of our team's innovation idea.*

1. As a team, score our idea on the four DARPA HARD gauges:

**Far-reaching** — The solution requires a completely new mental model, passing through a paradigm shift.

**Technically Challenging** — The goal is almost technically impossible without becoming “magical.”

**Multidisciplinary** — The solution requires multiple bodies of knowledge that rarely exist within one industry.

**Actionable** — The right people can see a path to the impossible and can make progress beginning today.

Note: Use the anchors at the top & bottom of the gauges to help the team understand the extremes of each measure.

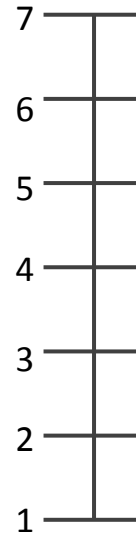
2. While there is no “correct” score, as a team we can discuss:

- Do we all agree on the scores we gave our idea?
- Which measure should we attempt to advance further in order to beat our potential competitors?
- Who on the team leads the advancement of each measure?
- Should we consider aiming lower on one of the metrics to get to market faster...as a simpler solution...or with the skills we have?

**Expert Edition**—After we've created the score for our first idea we can score the other innovation ideas: potential, active and shipped. The DARPA Hard Test provides a standard method for comparison of ideas. As we generate more scores for our ideas, a starting question is, “What were the scores of our most successful shipped products?”

## Far-reaching

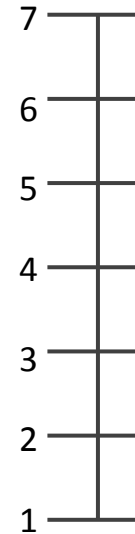
Requires a paradigm shift in how a solution is considered across society



Requires no change in how people think about a solution

## Technically challenging

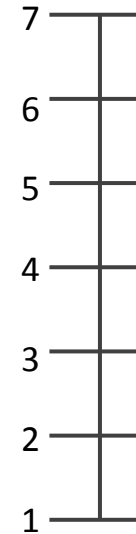
Requires major advancements in technical knowledge



Requires no new technical knowledge

## Multi-disciplinary

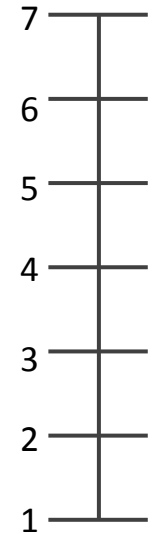
Requires multiple, distinct bodies of knowledge



Requires only one class of knowledge

## Actionable

Requires little effort to begin taking action toward the solution



Requires so much clarification that the next step is just another meeting