



I-open

Connect. Engage. Innovate.

Collaborative Leadership and Social Networks

Ed Morrison
I-Open

Lorain County Fall Summit
October 19, 2006



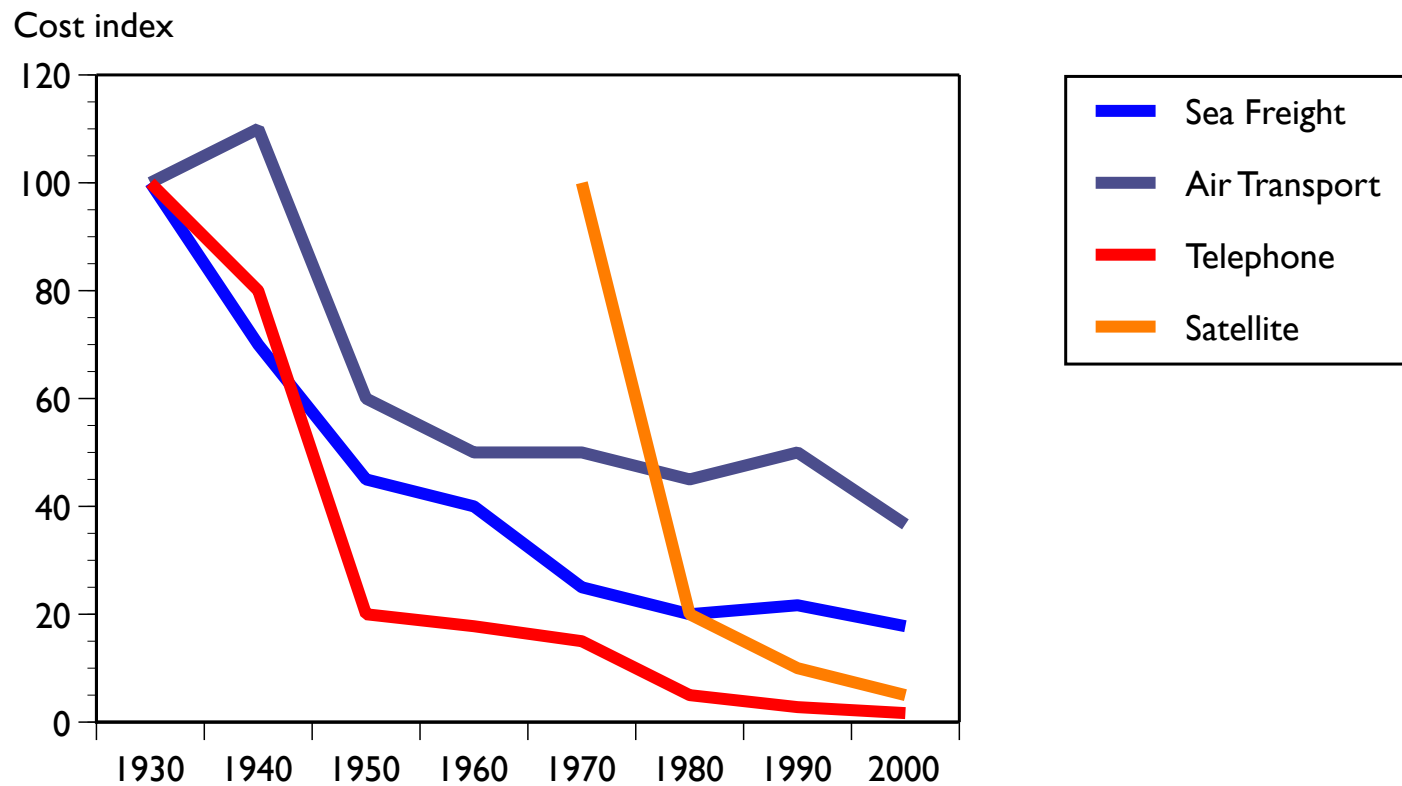
What's changed

What's next

What it means to you



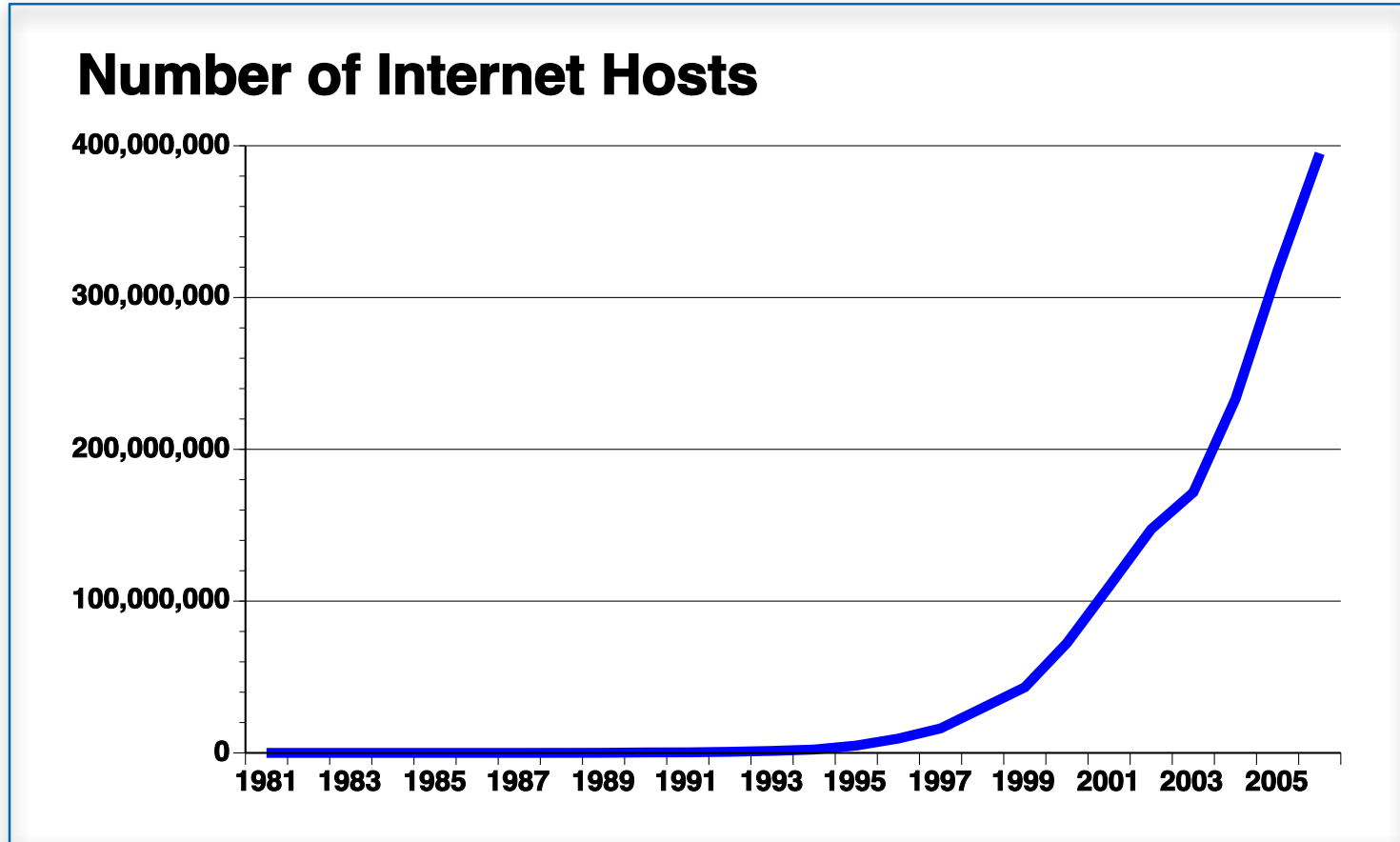
Costs to connect have collapsed



Source: World Bank



The Internet exploded



Source: Internet Systems Consortium



The urgency of innovation...

Our problem is that we think we have time

Here Come Chinese Cars

Detroit isn't looking in its rearview mirror -- yet

Chrysler compacts to be made in China for US

(Agencies)
Updated: 2005-04-22 08:52

Staggering blow: Delphi ominous sign for fading UAW showdown looms as compact workers, slash benefits

DaimlerChrysler hopes to make compact cars in China for sale in the United States, a company executive said Thursday.

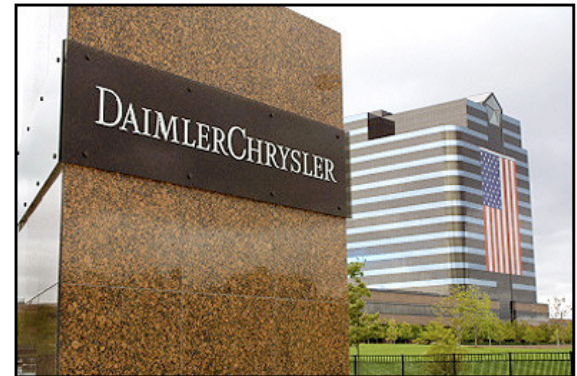
The company's China chief, Ruediger Grube, said the compact would be a "totally new" car and wouldn't affect production of current DaimlerChrysler, Jeep or Dodge vehicles in the United States. Grube said China's low labor costs figured heavily in the decision.

By Bill Vlasic and Brett Clanton / The Detroit News

The American auto industry was rocked to its foundation Saturday as **Delphi Corp.**, the world's second-largest parts manufacturer, filed for bankruptcy and laid plans to dramatically downsize its U.S. operations.

It was the seismic event that Detroit's Big Three automakers and their workers, suppliers and investors had anticipated for years, some with dread and others with hope.

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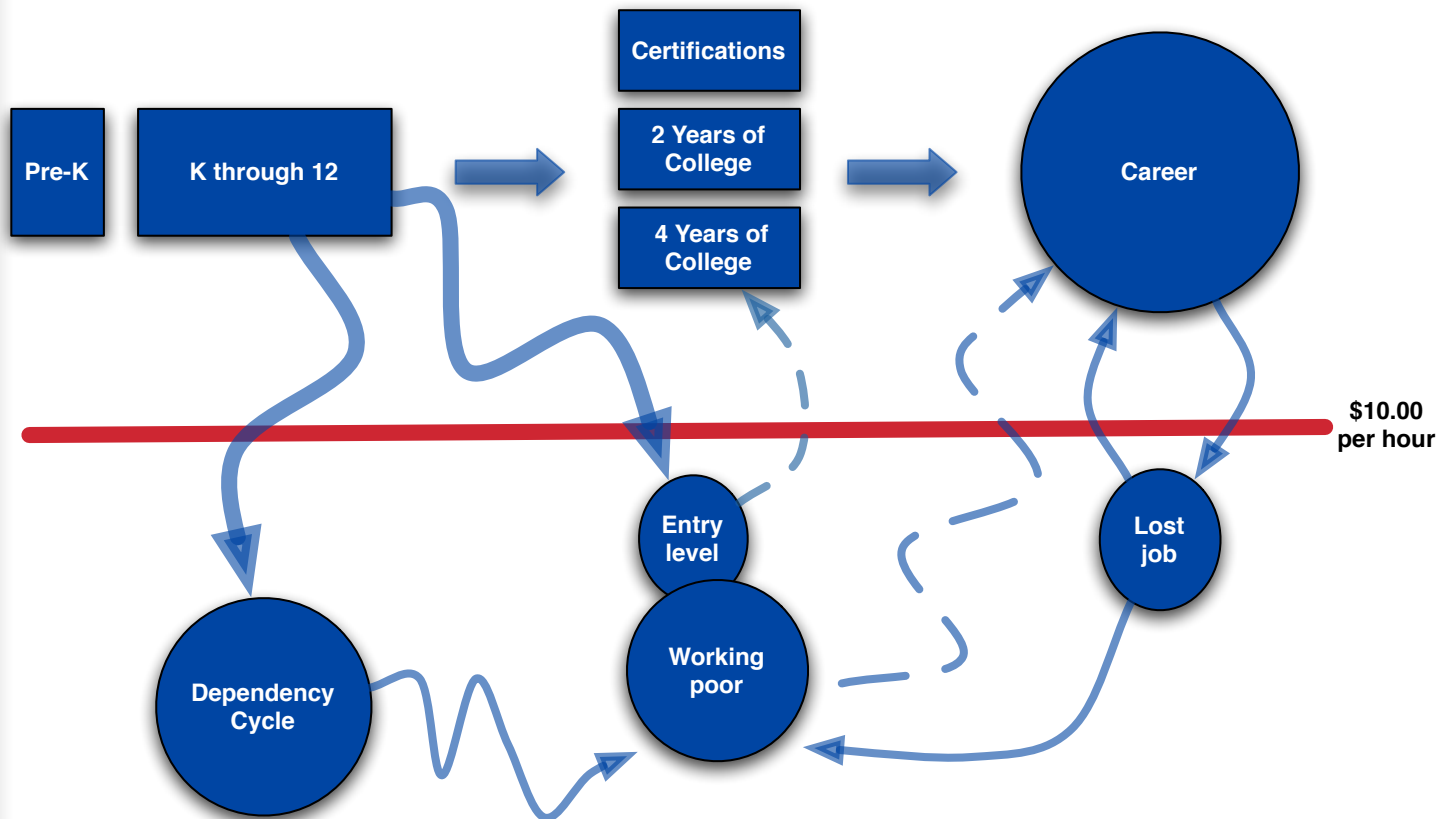


This 2001 photo shows the Chrysler Group headquarters in Auburn Hills, Michigan.[AFP]



We need transformative innovations in brainpower

We are producing too many people below the line. To change the dynamic, we need disruptive innovations



Source: Ed Morrison



**It's a whole
new game...**

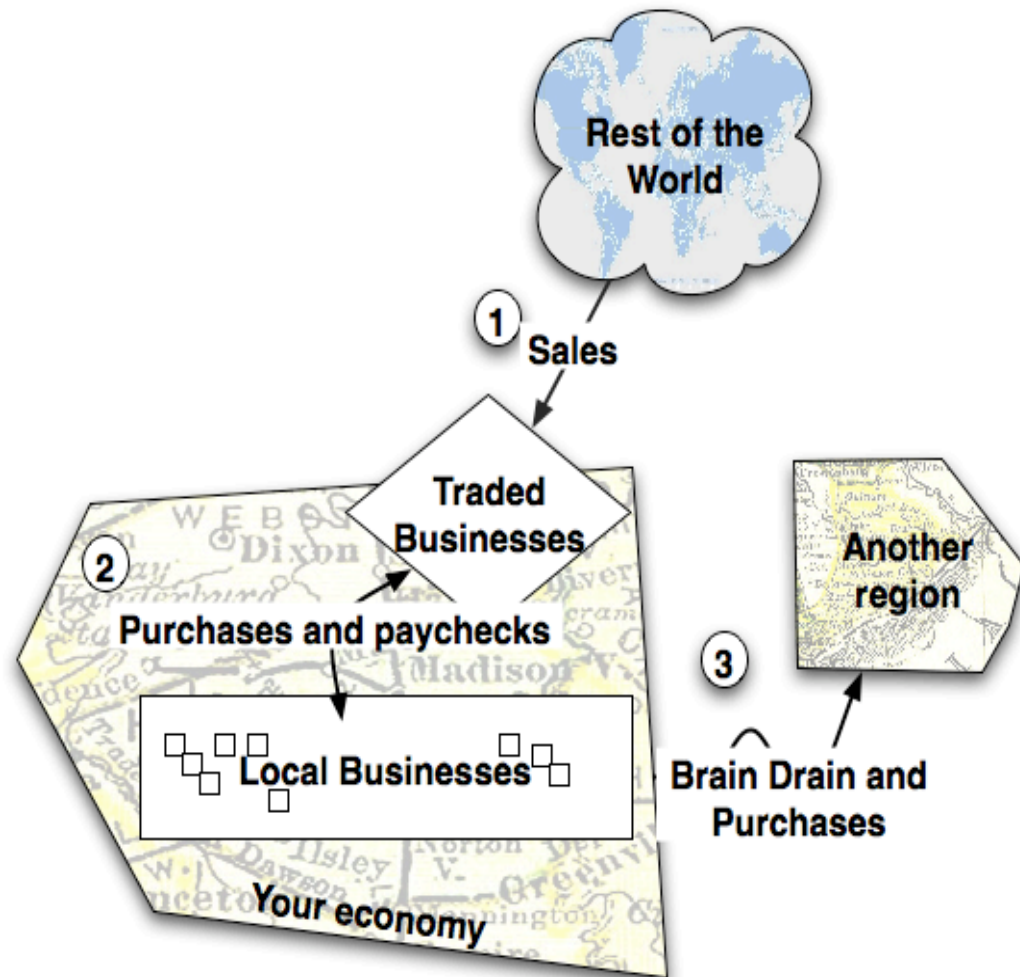
**How do we
respond?**





Economic development in a nutshell...

Manage three flows

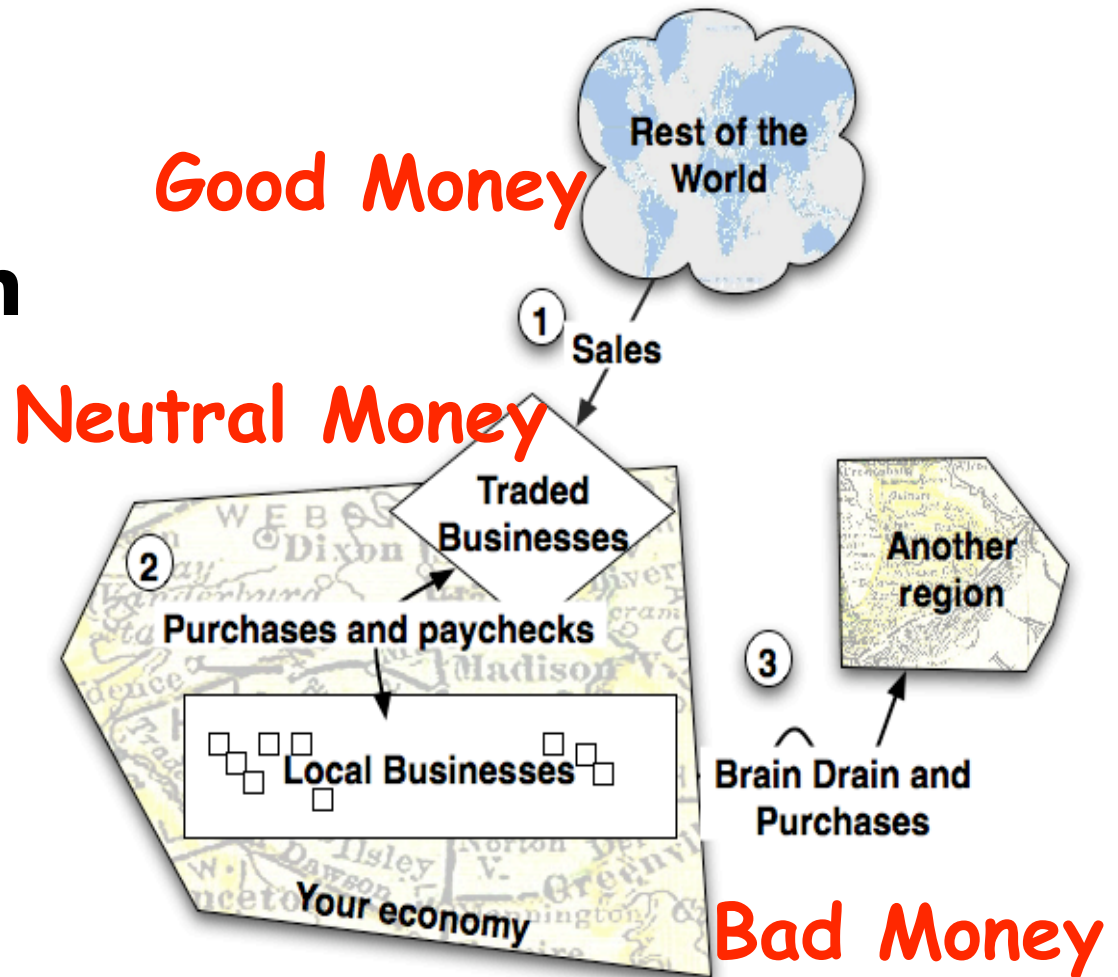


Source: Ed Morrison, David Morganthaler



Economic development in a nutshell...

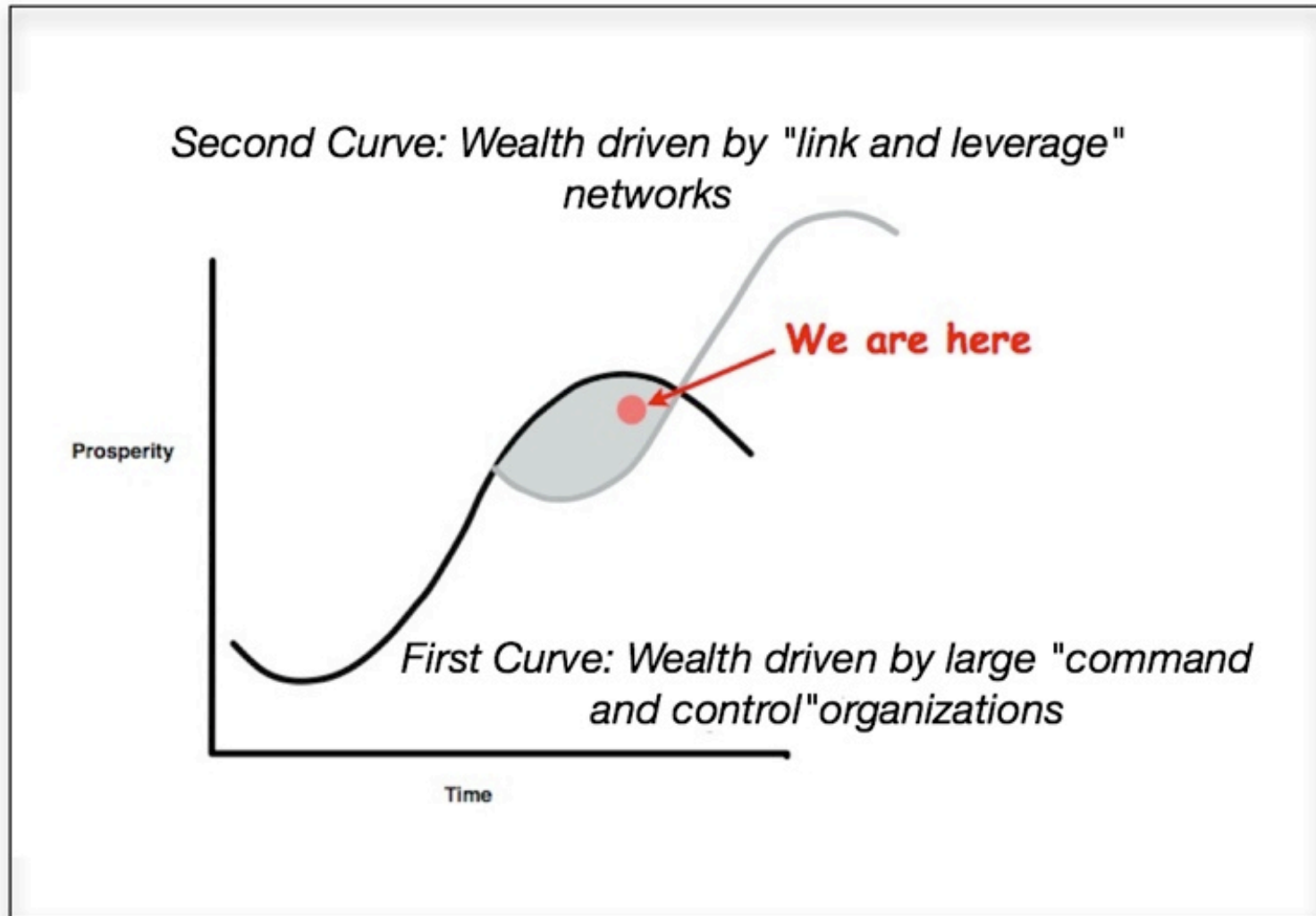
Manage three flows



Source: Ed Morrison, David Morganthaler



The Second Curve economy is emerging

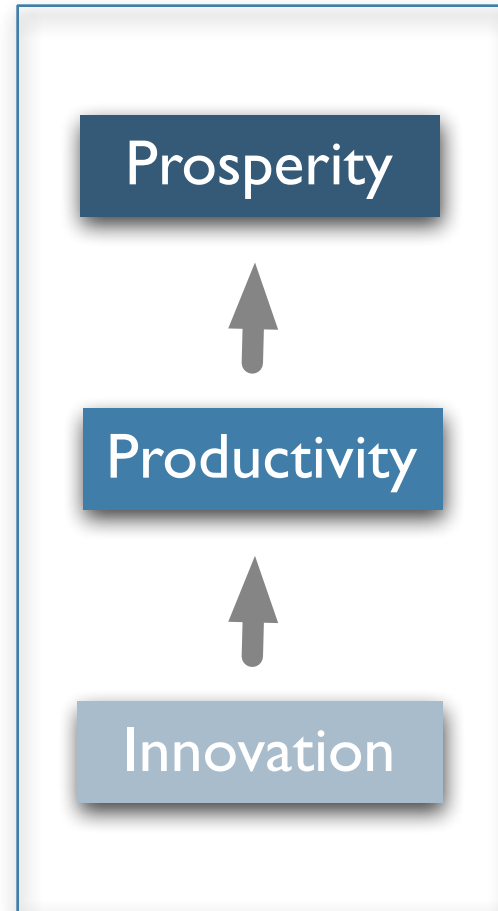


Source: Ed Morrison, David Morganthaler



On the Second Curve...

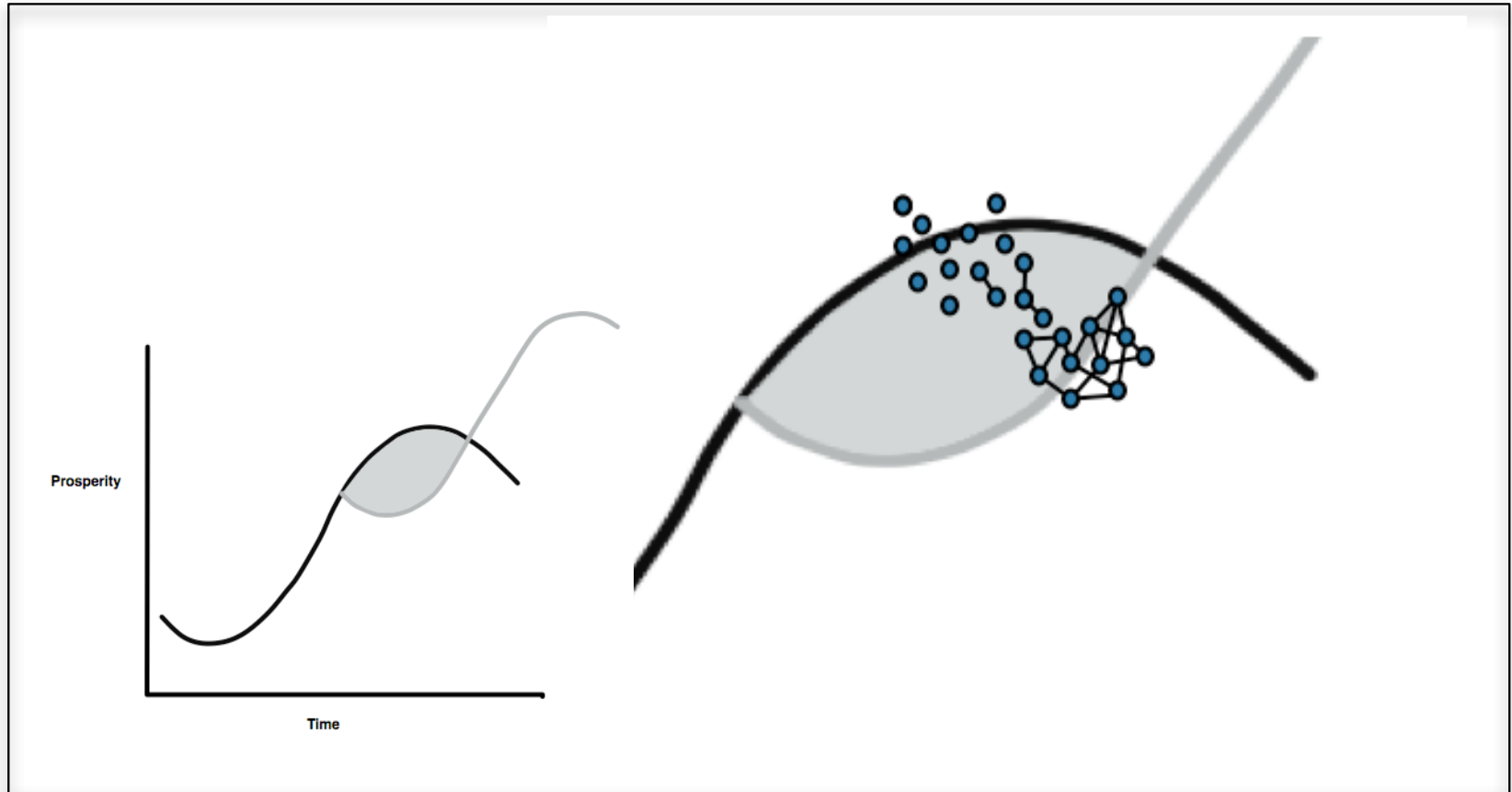
Innovation drives the bus



Source: Council on Competitiveness



To move to the Second Curve... We need to Connect and Develop



Source: Ed Morrison, David Morganthaler



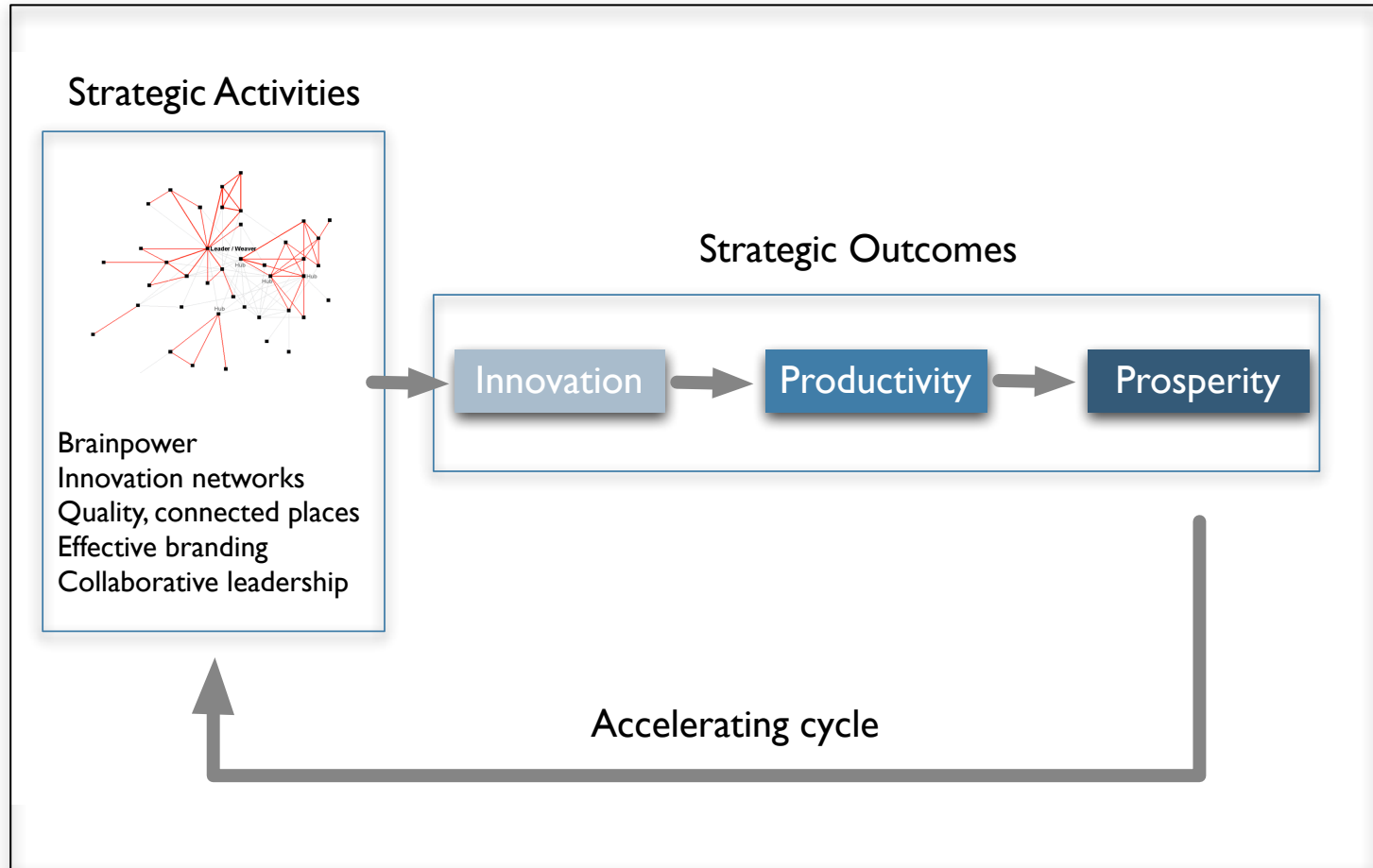
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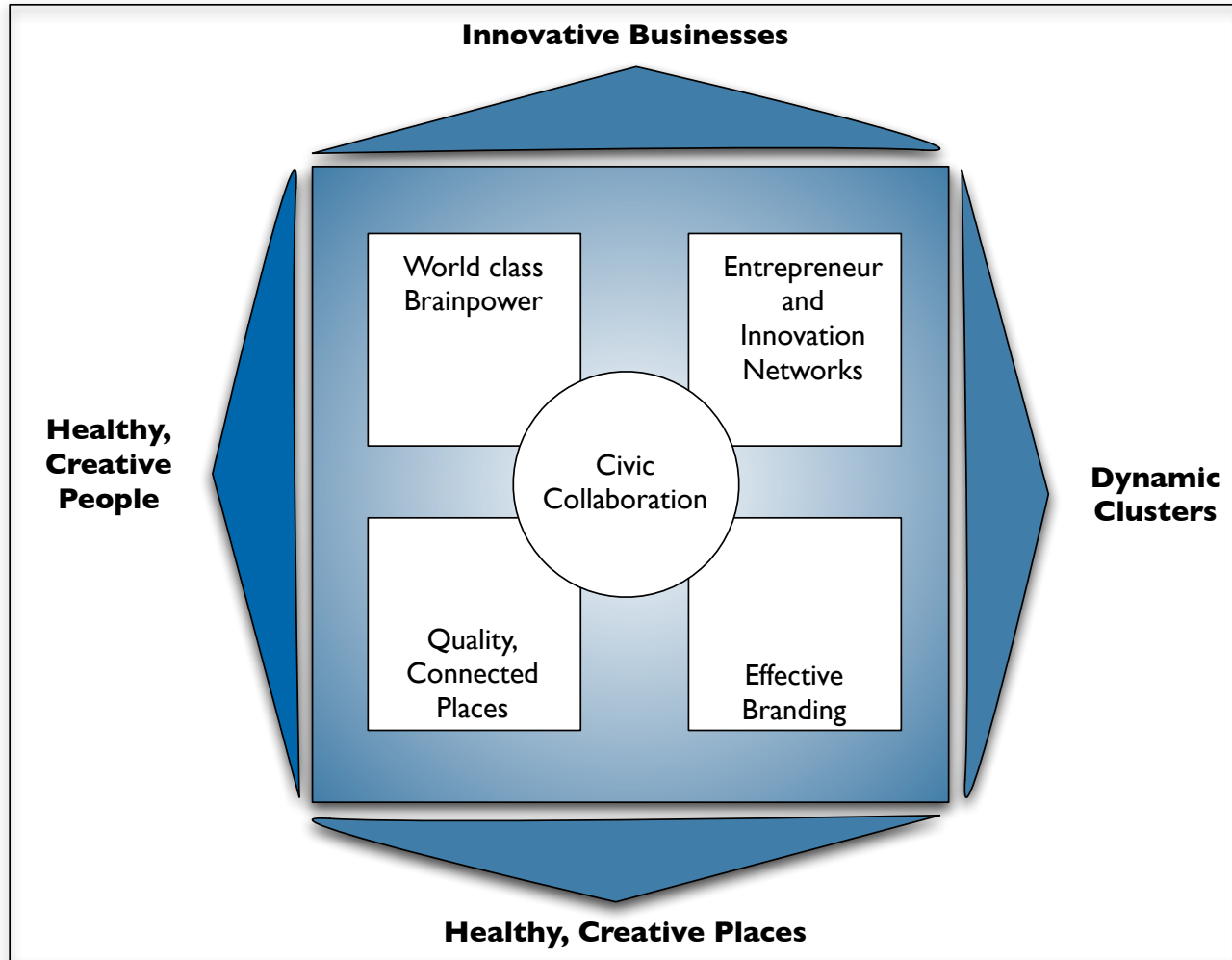
We need to strengthen open innovation networks



Source: Council on Competitiveness, Ed Morrison, network map from Inflow software



We need to integrate our thinking



Source: Ed Morrison



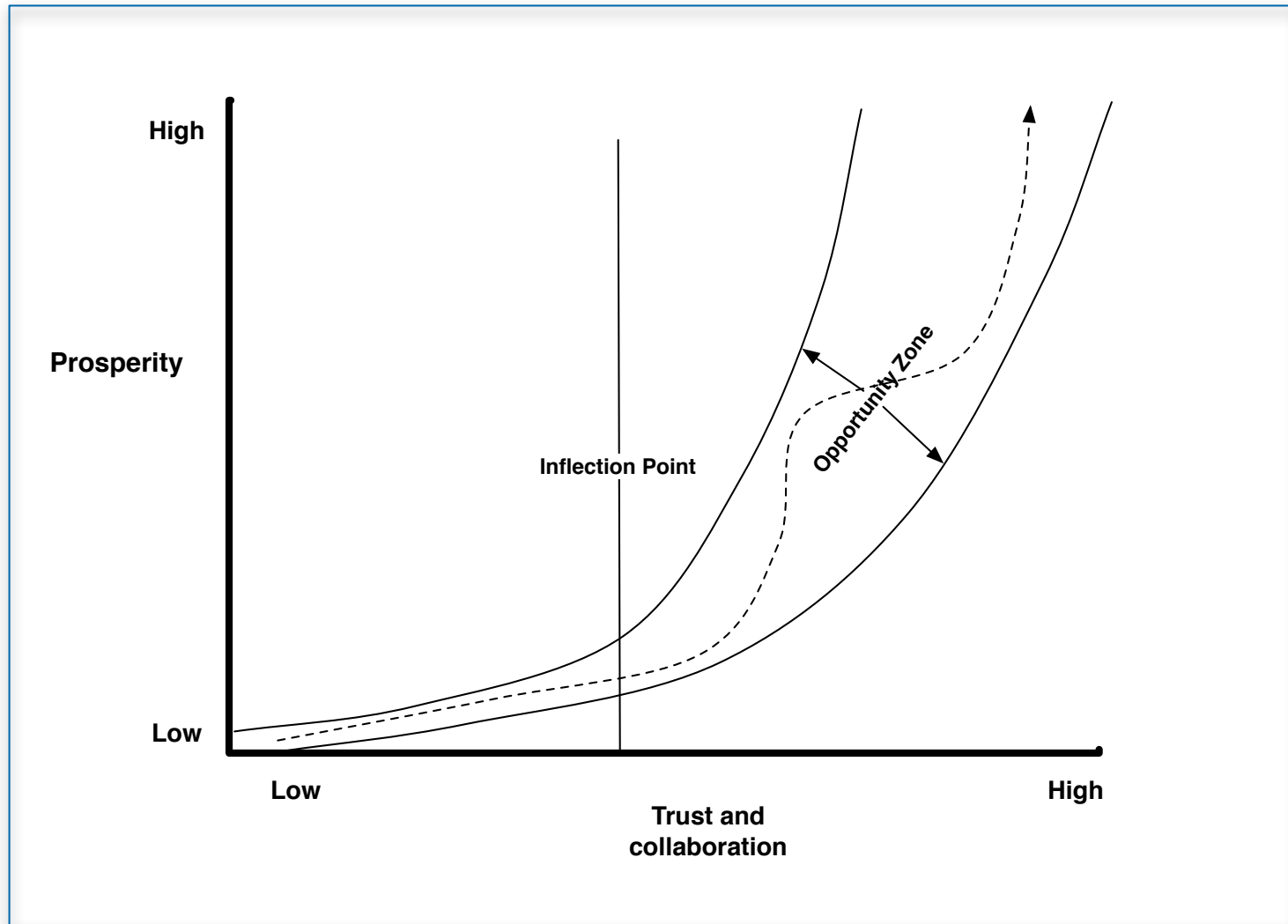
Quiz:

What is the value of one fax machine?

What is the value of ten fax machines?



Opportunity increases as the network grows



Source: Ed Morrison



What's changed

What's next

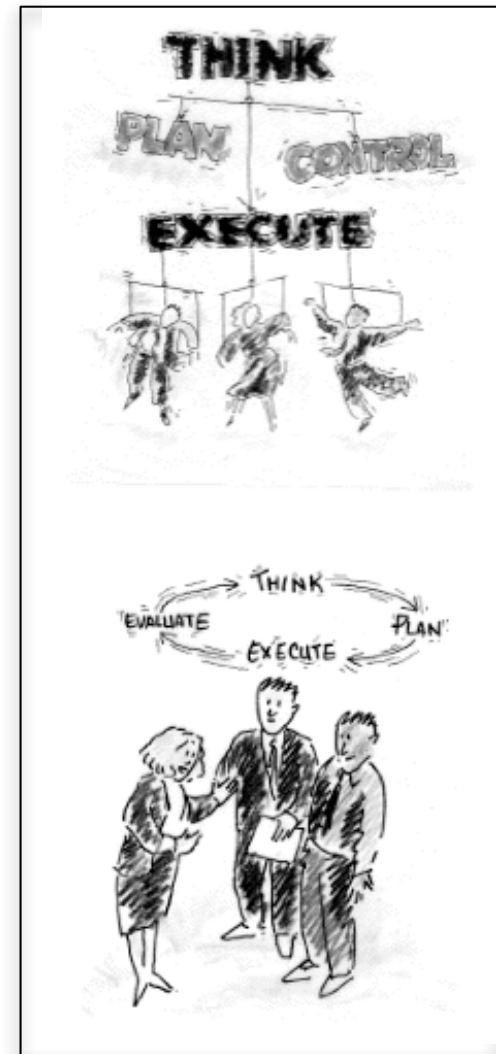
What it means to you



Key Point 1:

We need to shift our thinking from hierarchies to networks

There's no top...no bottom...only links and nodes

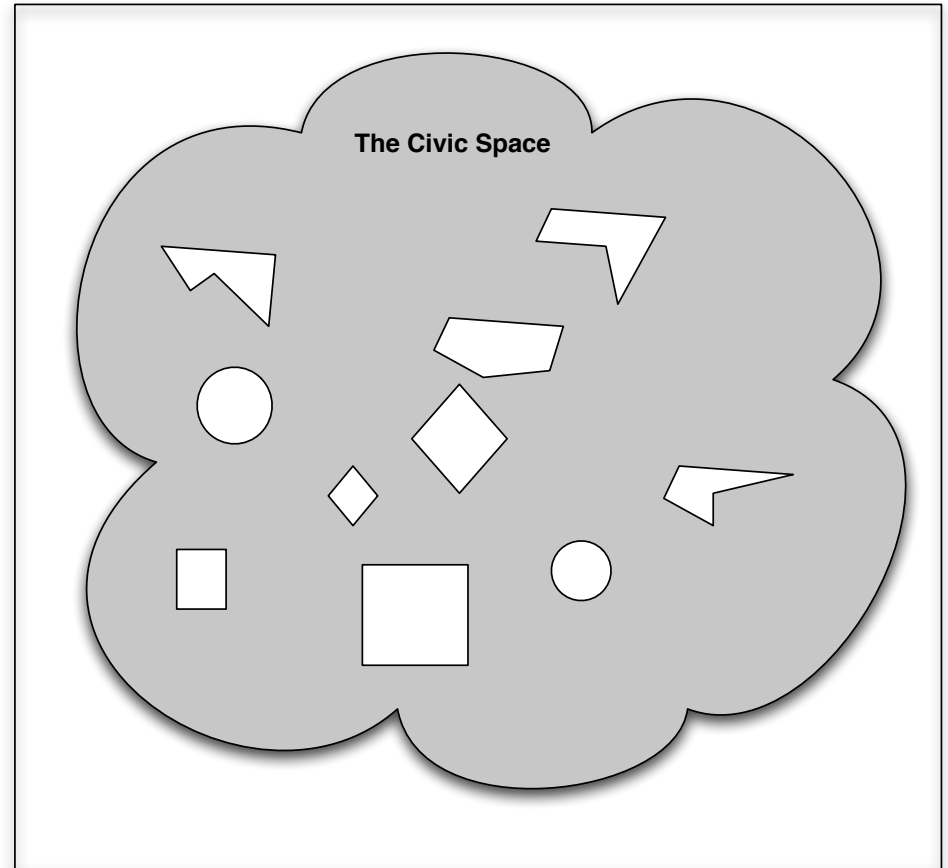




Key Point 2:

Command and control does not work in the civic space

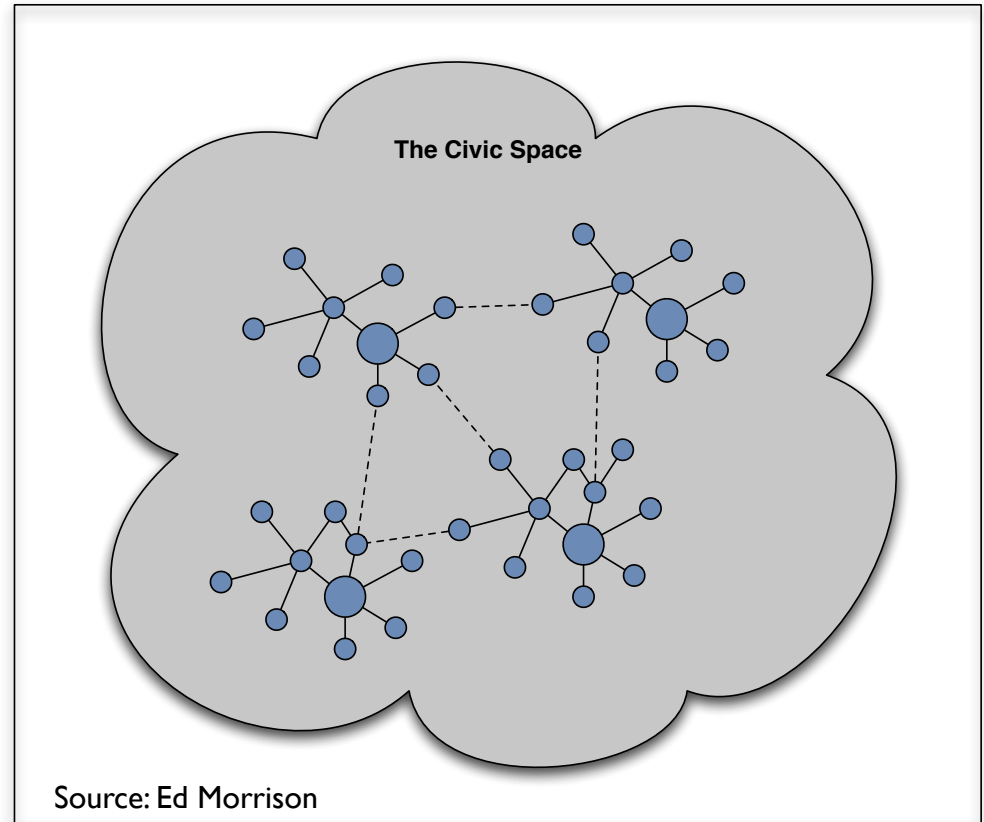
We cannot argue our way to prosperity





Key Point 3:

We need to connect and align our resources in the civic space

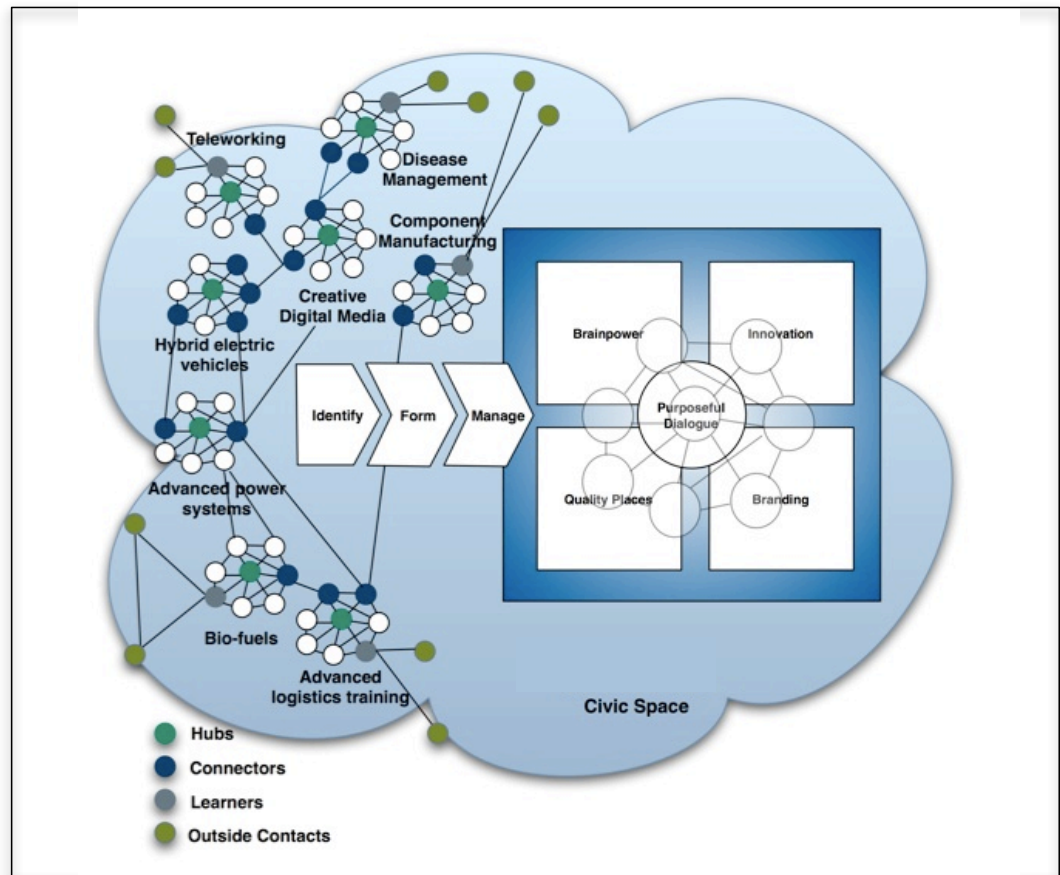




Key Point 4:

**We need
continuous civic
engagement...**

**New leadership
habits of
collaboration**



Source: Ed Morrison, Laz Kozmon



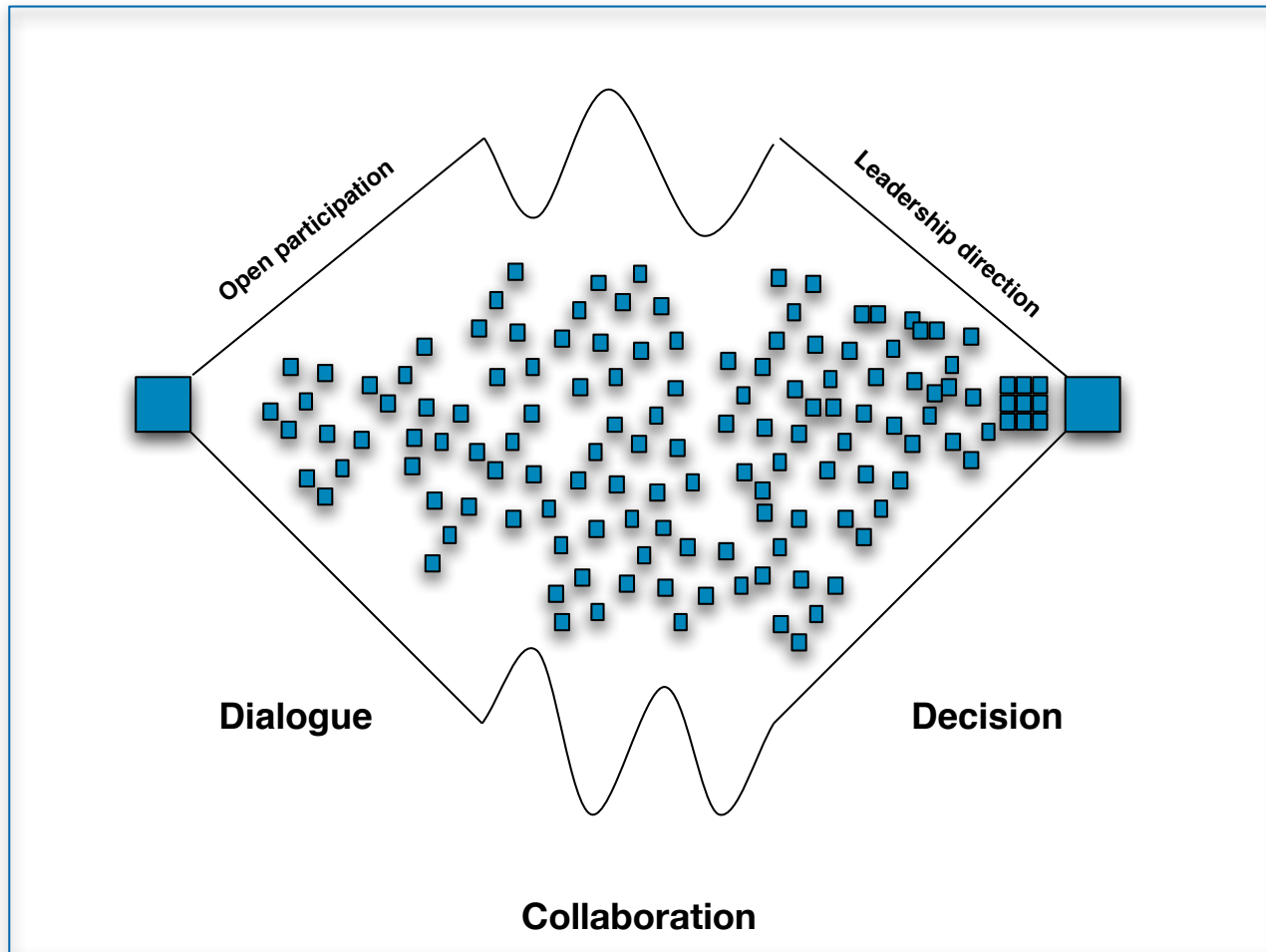
Key Point 5:

**People move in
the direction of
their
conversations**



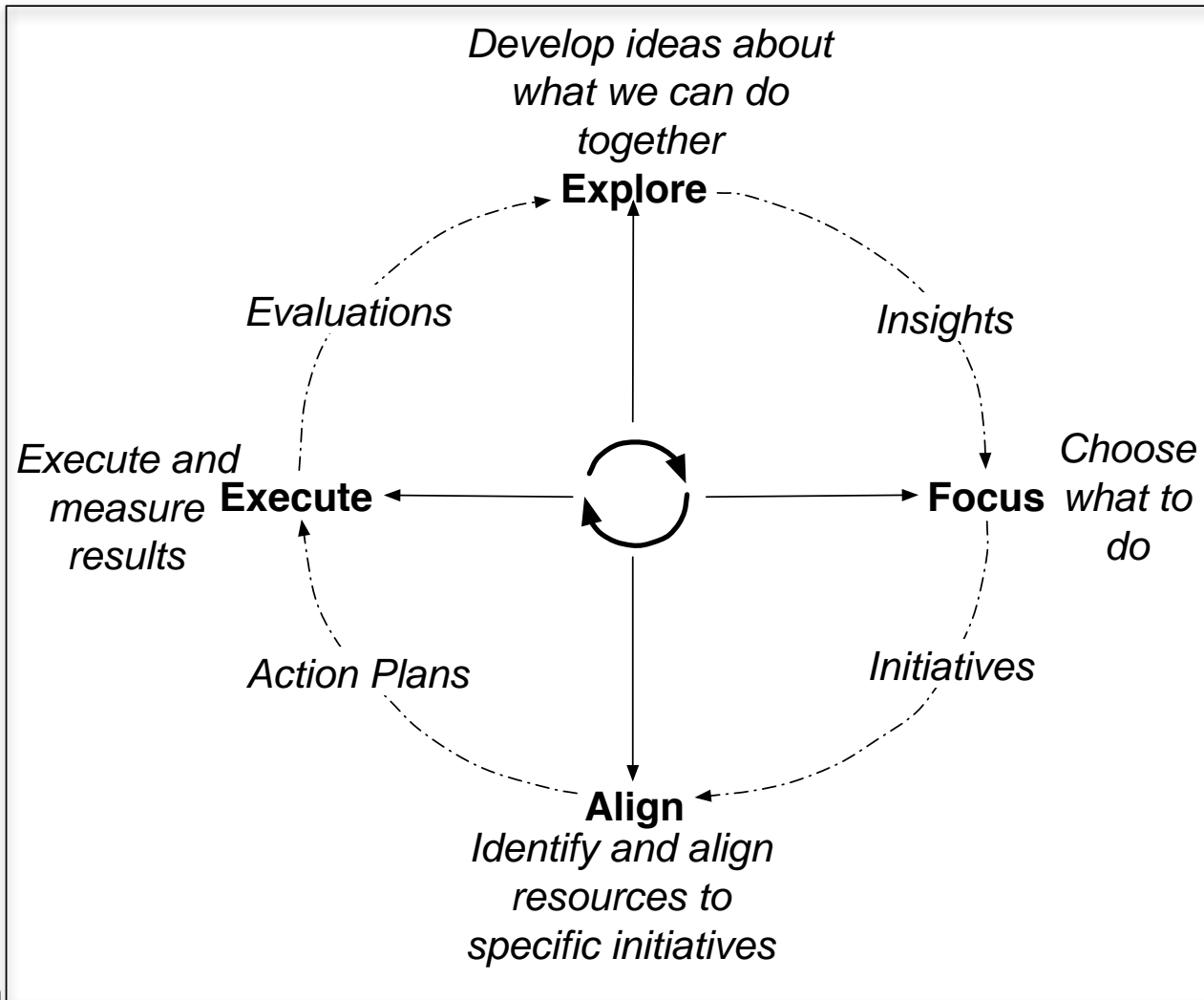


Key Point 6: We need open participation and leadership direction to guide our conversations





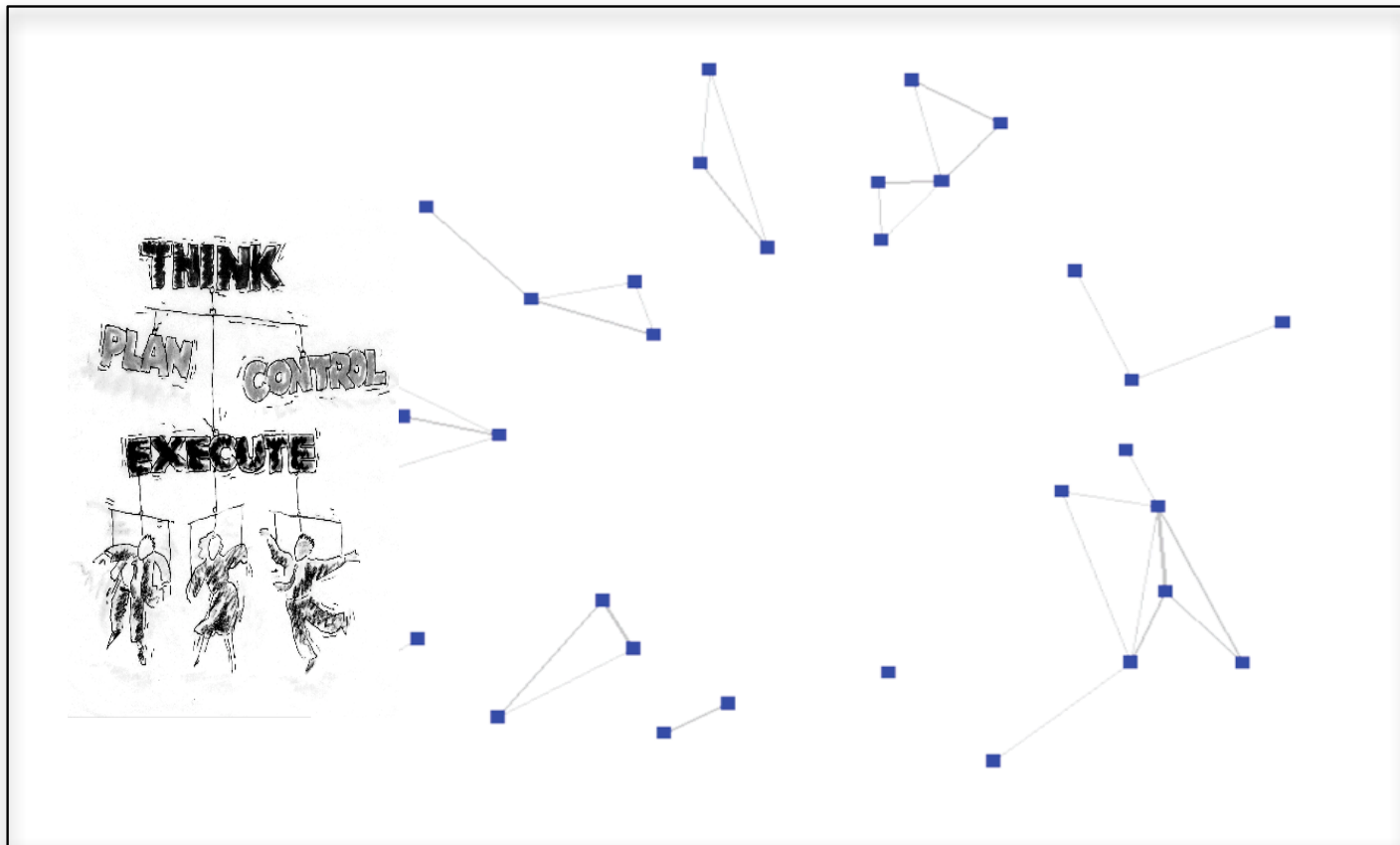
Key Point 7: We need to develop the discipline of “strategic doing”





Key Point 8:

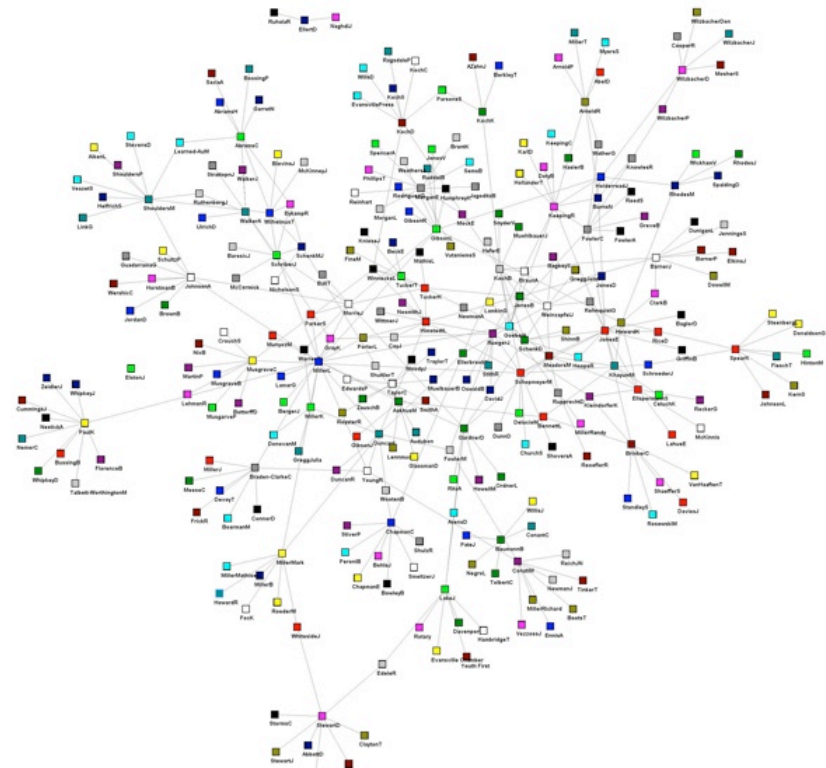
**Most regions are fragmented...
People are still living in a Curve 1
world**





Key Point 9:

We can use network maps, new leadership skills and “strategic doing” to weave our networks



Source: Map of leadership network in Evansville, IN using Inflow software developed by Valdis Krebs



Key Point 10: **To build regional collaboration,** **take the Shanghai perspective**



Our View



Their View



Your next steps

- Understand the power of networks
 - Tipping Point, Linked, The Wisdom of Crowds
- Follow new models of appreciative leadership and network weaving
- Adopt new approaches to continuous civic engagement



Civic leadership today and tomorrow

- Schedule one lunch for extended conversation
- Introduce yourself to three people
- Close at least one triangle with an e-mail introduction



Why “strategic doing”?

Aristotle offered these views on learning and excellence:

“What we learn to do, we learn by doing.”

“We are what we repeatedly do. Excellence, then, is not an act but a habit.”