# DESIGN-DRIVEN INNOVATION

Changing the Rules of Competition by Radically Innovating What Things Mean

### ROBERTO VERGANTI

# [ Contents ]

#### Letter to the Reader vii

	1	Design-Driven Innovation An introduction	1
Part	_		
ine s	STr	ategy of Design-Driven Innovation	
	2	Design and Meanings  Innovating by making sense of things	19
	3	Radical Pushes  Placing design-driven innovation in  the strategy of a firm	39
	4	Technology Epiphanies The interplay between technology-push and design-driven innovation	59
	5	The Value and the Challenges Why companies do or do not invest in design-driven innovation	89

#### Part Two

## The Process of Design-Driven Innovation

6	P	115
,	Doing research with the design discourse	
7	Listening_	137
	Finding and attracting key interpreters	
8	Interpreting	171
	Developing your own vision	
9	Addressing	189
	Leveraging the seductive power of the interpreters	
Part T		
Buildi	ng Design-Driven Capabilities	
10	The Design-Driven Lab	201
	How to start	
11	Businesspeople	217
	The key role of top executives and their culture	
Appen	dix A: Companies, Industries, and Markets Discussed	
in T	This Book 231	

Appendix B: Implications for Education and Design Policies 235

Notes 241

Index 261

About the Author 271