

OpenExO Certification Programme in

# **ExO Foundations**

## What is an Exponential Organization (ExO)?

Exponential Organization is a term coined by Salim Ismail and his team of co-authors in their 2014 best-selling book Exponential Organizations which has sold over 500,000 copies to date worldwide. It is a special new breed of organizations that are able to leverage exponential technologies, novel business models and a set of organizational attributes to achieve unprecedented pace of growth, shareholder returns and impact in the market. The book identified 11 key attributes of ExOs – an overarching 'Massive Transformative Purpose' plus five externally and five internally focused attributes under the acronyms of SCALE and IDEAS respectively.



### Develop a culture that rewards rapid validated learning rtments to experiment with new



## Autonomy A flat structure allowing individual employees and/or self-organizing, multidisciplinary teams to operate effectively.





## MTP Massive Transformative Purpose

Your higher aspirational purpose that captures the hearts and minds of those both inside and outside the organization.





#### Staff on demand

Leverage external workers rather than 'owning' employees in order to increase speed, functionality and flexibility while decreasing fixed costs.



#### **Community and Crowd**

Attract, engage and leverage a community whose like-mindedness inspires support - adding creativity innovation, validation and even funding.





Leverage automated functions, including machine learning and deep learning to uncover new insights about customers, products and processes.



#### Leveraged Assets

Access, rent, share or otherwise outsource assets to stay nimble and reduce capital expenditures.

#### Engagement



Leverage outside interest through gamification, digital reputation systems and incentive prizes to create network effects and positive feedback loops.



### What is ExO Foundations?

ExO Foundations is a self-paced online course which provides a thorough introduction into the foundational concepts behind the Exponential Organizations framework. Participants have the opportunity to hear directly from Salim about key technological and market trends that give rise to Exponential Organizations and examine the implications this has for organizations operating in the market today as well as associated business opportunities. In the second part, participants are given a deep dive into each of the 11 ExO attributes, including their definition, examples of existing organizations that use them and tips for how to implement them. The course then invites participants to reflect on their own sense of purpose and complete a series of short assignments to obtain the ExO Foundations certification.

### Who is ExO Foundations for?

The ExO concepts presented in the course are relevant for any forward-thinking professional who wishes to better understand how exponential technologies are reshaping the organizational landscape and explore associated business opportunities.

Specifically, here are some of the participant profiles that have benefited from the course in the past:

Innovative employees of established organizations looking to better understand nature of technological disruption and novel business models that can take advantage of these trends.

**Business owners** looking to transform their organizations and their culture to fully benefit from new opportunities in relation to technological change.

**Entrepreneurs** building new businesses and wanting to structure them around scalability and disruptive technologies.

**Consultants and Coaches** wishing to bring novel frameworks and ideas to their portfolio of clients and support them in dealing with innovation and disruption in their industries.

### What's the structure of the course?



2.5 hours of online videos



Quizzes to check material comprehension after key videos



Detailed content description provided for every video



Final quiz to check understanding of the 11 ExO attributes



Final open question assessment to reflect on the key concepts covered in the course



## What will you learn?



How information enablement drives exponential growth in key technologies powering our world.



How exponential technologies can lead to abundance in key domains of our society such as healthcare, water, energy and education.



How difficult it is for us to grasp the difference between linear and exponential pace of change.



How rapid growth of exponential technologies impacts our society and markets.



How a new breed of organizations achieve unprecedented results and speed of growth by tapping into exponential technologies.



How exponential organizations smartly use 11 key attributes to scale as fast as technology can.



How legacy businesses can benefit from the key attributes of exponential organizations.



How to define a first version of your own Massive Transformative Purpose.

## **Key Characteristics**



100% online and self-paced



2.5 hours of online videos



**Quizzes and assessments** to check concept comprehension



**Around 4 hours** to complete in total



No prerequisite knowledge required





## **Quotes from past participants**

"I am really impressed and excited about this movement which definitely will be a gamechanger in the world." "Right amount of time and easty to follow; Simple way to introduce ExO Concept & Approach; Well-designed concepts and material."

"To form part of a community that shares the same purpose to make a meaningful contribution to the world, and help humanity remain relevant in the age of digital disruption." "Absolutely loved the idea, concept and execution, would like to learn more."

## About OpenExO

OpenExO is the world's leading global ExO transformation ecosystem comprised of 20,000+ business leaders, coaches, entrepreneurs, business owners, investors, thought leaders, emerging technology specialists and partner organizations in 130+ countries. Together, we are committed to helping organizations, institutions and people transform the world for a better future by implementing and evolving the ExO model and practices.

