

Build Innovation Capability

5 Tips for Effective Gates



Best in class companies are twice as likely to have effective gate meetings.

Here are 5 practices that contribute to their success:

1 Select Gatekeepers

Designate a cross-functional gatekeeping team with the authority to commit resources.



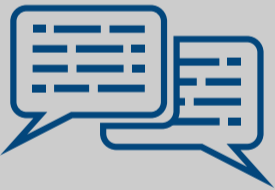
2 Get Aligned

Gatekeepers & teams should be in sync on what information is needed to make good business decisions. Set clear expectations.



3 Engage in Debate

Gatekeepers come prepared to have a rich discussion. Focus the discussion on the key business issues, questions and assumptions.



4 Score with Criteria

Gatekeepers use transparent decision criteria to determine if the project hits the mark. Focus discussion on areas of disagreement.



5 Make a Decision

Gates are Go/Kill decision meetings - not milestone reviews. A Go means: write a check for the next stage of work.



Source: Scott J. Edgett "Idea-to-Launch (Stage-Gate®) Model: An Overview", Stage-Gate International, 2015.