



GROWTH INSTITUTE
A GAZELLES COMPANY



EXO EXPONENTIAL
ORGANIZATIONS

C O U R S E O U T L I N E

What is an Exponential Organization?

An Exponential Organization (ExO) is one whose impact (or output) is disproportionately large - at least 10x larger - compared to its peers because of the use of new organizational techniques that leverage accelerating technologies.

About the Class

Exponential Organizations is a 2-month intensive course offered through a hybrid educational model (online + live group sessions) that will help you learn and implement the key attributes of a 10x company no matter your size or industry.

An intimate group of students will work with thought leader Salim Ismail and coach Kent Langley to learn and implement a scalable and exponential organizational structure.

The class will feature 50+ video lessons on how and why building or adapting existing organizations to scale 10x is imperative to 21st century success. Participants will then have the opportunity to participate in live interactive sessions that include selected one-on-one conversations to reveal the flexibility and versatility of the ExO model within their organizations. In addition, they will have the opportunity to engage with an exclusive community to network, learn and grow.



“Exponential Organizations is a valuable guide for not only clearly analyzing how a modern organization can have an enormous impact amplified by the right use of technology, but also offers concrete tools for evaluating your own organization and take steps to make it more future-proof by adopting the systems and behaviors the best employ.”

– David Orban
CEO of Dotsub

Course Objectives

In business, performance is key.

In performance, how you organize can be the key to growth.

In the past five years, the business world has seen the birth of a new breed of company- the Exponential Organization (ExO). It has revolutionized how a company can accelerate its growth by using technology. An ExO can eliminate the incremental, linear way traditional companies get bigger, leveraging assets like community, big data, algorithms, and new technology into achieving performance benchmarks ten times better than its peers.

From this course, you will learn:

- The structures and attributes that make an ExO
- The 12 steps to building a start-up ExO
- The 4 steps to retrofit your organization for exponential growth
- How to structure your Executive Level as an ExO

Resources

- 50+ videos of cutting edge content
- 8 live discussions with Salim Ismail and Kent Langley
- Recordings of the 8 live sessions

Preparations & Participation

In order to have valuable discussions, it is required that students view the course videos, complete exercises, and prepare for “Hot Seats” BEFORE attending the live discussions.

Active participation during the live discussion is highly encouraged. Attendance is encouraged at every live discussion; however each class is recorded and you will be able to access at your convenience.

Class Outline



“It is very well researched and should be the reference manual for 21st century organizations concerned with disruptive technologies that are moving at an unprecedented exponential pace as well as for entrepreneurs wanting to identify and ride the wave of these technologies.”

–Dr. Clarence Tan
Ambassador at Singularity University



About the Author and Coach SALIM ISMAIL

Salim Ismail is a sought-after speaker, award-winning author, strategist and entrepreneur based in Silicon Valley. He travels extensively addressing topics, including breakthrough technologies and their impact on a variety of industries and society.

Salim founded ExO Works in 2016 to help transform global business by catapulting organizations into the world of exponential thinking.

Salim also founded Singularity University (SU) in 2010, initially as its founding Executive Director, but also served as Global Ambassador. SU, based at NASA Ames, is training a new generation of leaders to manage exponentially growing technologies. Previously, as a Vice President at Yahoo, he built and ran Brickhouse, Yahoo's internal incubator. His last company, Angstro, was sold to Google in August 2010. He has founded or operated seven early-stage companies, including PubSub Concepts, which laid some of the foundation for the real-time web.

He has been featured in numerous media outlets, including the New York Times, Bloomberg BusinessWeek, Fortune, Wired and the BBC. He advises Fortune 500 executives and many world governments on the future of technology and is author of best-seller *Exponential Organizations*.



“EXPONENTIAL ORGANIZATIONS should be required...for anyone interested in the ways exponential technologies are reinventing best practices in business.”

– Ray Kurzweil
Director of Engineering at Google



About the and Coach KENT LANGLEY

Kent Langley, your Head Coach for this course, is a core team member of the ExO foundation, and a top Certified ExO Network Consultant. He is an advisor, chief architect and core team member of the Fastrack Institute (FTI) and its ExO Framework the Fastrack. Kent is an Advisor to ExO Works. He is also the co-founder of his most recent own ExO FluidChains.

He has led and worked on 18 ExO Projects, and Head coached 3. He has been an Advisor to Spring clients 9 times, led 2 FTI Fastrack Teams, Accelerated 1 Fastrack Solution Team, and Curated the Miami-Dade Fastrack on Mobility and Mass Transit. He has run teams so far for FTI Fastracks in Medellín Colombia on the topics of Financial Inclusion and Mobility. Kent was also a contributor to the original book Exponential Organizations and one of his previous startups was mentioned in the book as an example of a startup as an ExO.



EXPONENTIAL ORGANIZATIONS is pivotal in its class. Salim examines the future of organizations and offers his insights on the concept of Exponential Organizations, because he himself embodies the strategy, structure, culture, processes, and systems of this new breed of company.

-John Hagel
The Center for the Edge

About Growth Institute

Present in over 40 countries around the world, Gazelles Growth Institute is leading current movements in hybrid education to provide you access to the best content for professional education.

The Internet is flooded with information and learning opportunities...but the wrong content can often lead to poor results. At the Growth Institute, we curate the world's best content to ensure you have a program specific to your biggest challenges.

The Growth Institute handpicks the brightest thought leaders from around the world to bring together the most proven business methods for you to improve in growth, leadership, marketing, sales, productivity, and many others.



Watch

9+ hours of video explaining methodologies



Discuss

Live weekly sessions with coach and peers



Certification

Receive your Master Practitioner Certificate

Combining online video lessons, live discussions, and implementation plans, you will maximize results in the least amount of time possible.

Accredited by AdvancED in 2014, we follow strict quality standards around content and student engagement.



AdvancED is the largest community of education professionals in the world. A non-profit, non-partisan organization that conducts rigorous, on-site external reviews of PreK-12 schools and school systems to ensure that all learners realize their full potential. While their expertise is grounded in more than a hundred years of work in school accreditation, AdvancED is far from a typical accrediting agency. The goal isn't to certify that schools are good enough. Rather, their commitment is to help schools improve.