

<u>Learning Journey</u> 2023

UNLOCK - session October 20th 2023

Stockholm — Karlskrona — New York — Manchester — London — Singapore — São Paulo

YOUR FACILITATORS







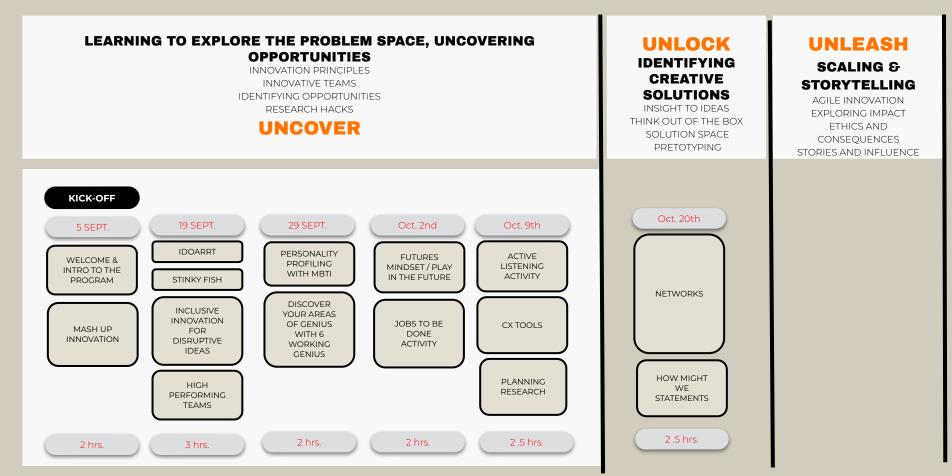


Schedule

DAY	DATE	TIME (BR, ARG)	DURATION	Phase
Tuesday	5th	11-13	2	Kickoff
Tuesday	19th	11-13	3	Uncover
Friday	29th	11-13	2	Uncover
Monday	2nd	11-13	2	Uncover
Monday	9th	11-13:30	2.5	Uncover final
Friday	20th	11-13:30	2.5	Unlock
Friday	27th	11-13	2	Unlock
Friday	3rd Nov.	11-13:30	2.5	Unlock
Friday	10th	11-13:30	2.5	Unleash
Friday	17th	11-13	2	Unleash
Friday	24th	11-13	2	Unleash
Friday	1st Dec.	11-13	2	Pitch
Friday	8th	11-14	3	Retrospectiva
Friday	15th	11-13	2	Extra session

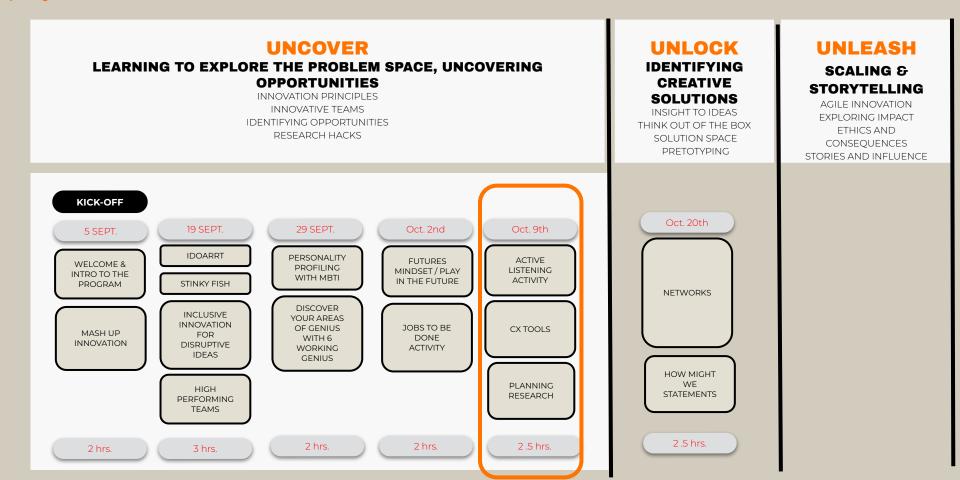
JOURNEY, 3 phases





Y, 3 phases







Intention	Connecting the uncovering and the unlocking of possible solutions and continue exploring Disney.		
Desired Outcome	Acquire insights and learnings about Disney by understanding people as part of networks and how to add value to them. Transforming insights into possible solutions.		
Agenda	NETWORKS HOW MIGHT WE STATEMENTS		
Time	2.5 hours		







"If you could have dinner with any Disney character (hero or villain), who would it be and why?"

Networks

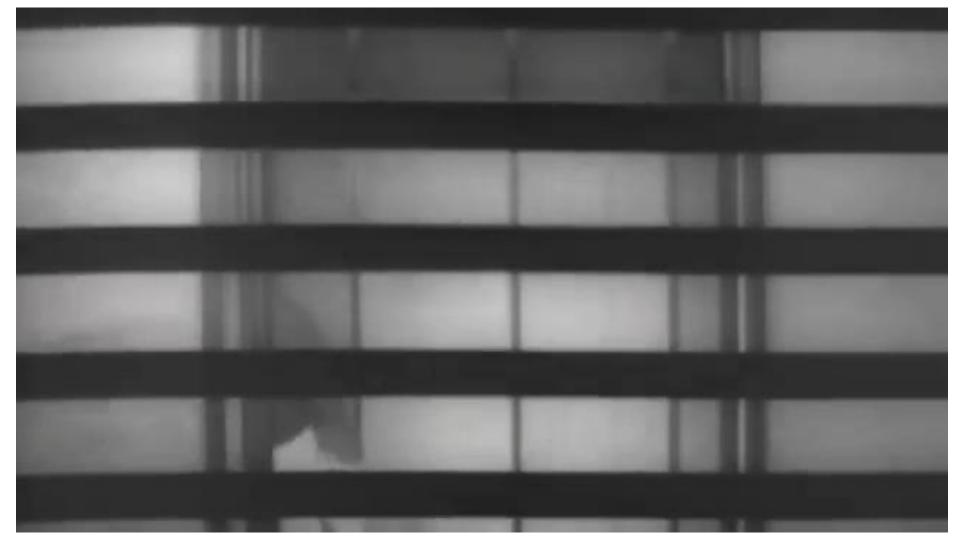




Fig. 1. Sample photographs from videotape recordings of 2- to 3-week-old infants imitating (a) tongue protrusion, (b) mouth opening, and (c) lip protrusion demonstrated by an adult experimenter.



Much of daily life is governed by norms. They are society's expectations that determine proper behavior - the unwritten rules we follow to remain in good standing as members of the community.

- Sam Sommers (Author, Situations Matter)



Your Fellow Diners' Size May Affect How Much You Eat

OCTOBER 02, 2014 3:34 PM ET

ALISON BRUZEK

SHARE

10

12 =



In one study, people who were in a buffet line served themselves a lot more of an unhealthful pasta dish if they were next to or behind a person perceived to be overweight. Elisciphoto



D

Are you normal?





Unilever says no to 'normal' with new positive beauty vision

09/03/2021

London - Unilever today announced it will eliminate the word 'normal' from all of our beauty and personal care brands' packaging and advertising, as part of the launch of our new Positive Beauty vision and strategy.

Positive Beauty, which sets out several progressive commitments and actions for our beauty and personal care brands, including Dove, Lifebuoy, Axe and Sunsilk, will champion a new era of beauty which is equitable and inclusive, as well as sustainable for the planet.

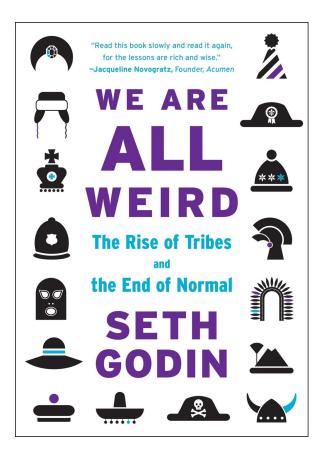
Using Unilever's world class innovation and technology, Positive Beauty will also help to drive a transformation in how our products are designed and formulated so that they do more good for both people and the planet, deliver a superior product experience, and tap into consumer trends.

The decision to remove 'normal' is one of many steps that we are taking to challenge narrow beauty ideals, as we work towards helping to end discrimination and advocating for a more inclusive vision of beauty. It comes as global research into people's experiences of the beauty industry reveals that using 'normal' to describe hair or skin makes most people feel excluded.

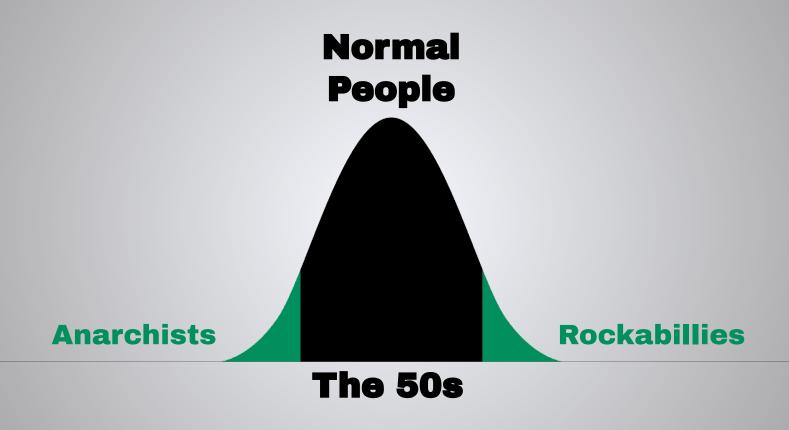
The 10,000-person study, which was commissioned by Unilever, was conducted across nine countries¹. It found that:

- More than half of people (56%) think that the beauty and personal care industry can make people feel excluded.
- People want to see the beauty and personal care industry focusing more on making people feel better, than just looking better (74%).
- More than half of people (52%) say they now pay more attention to a company's stance on societal issues before buying products.

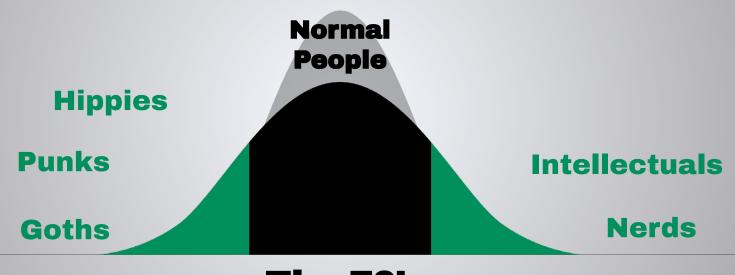






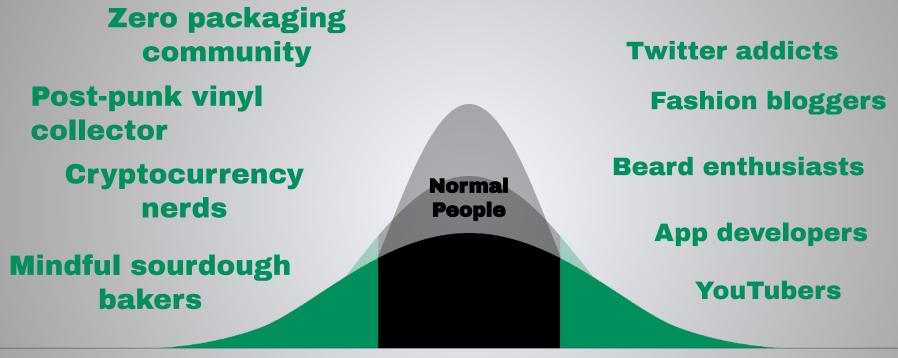


From "We Are All Weird" by Seth Godin



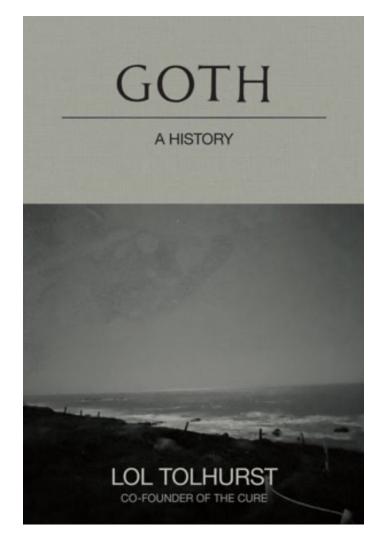
The 70's

From "We Are All Weird" by Seth Godin

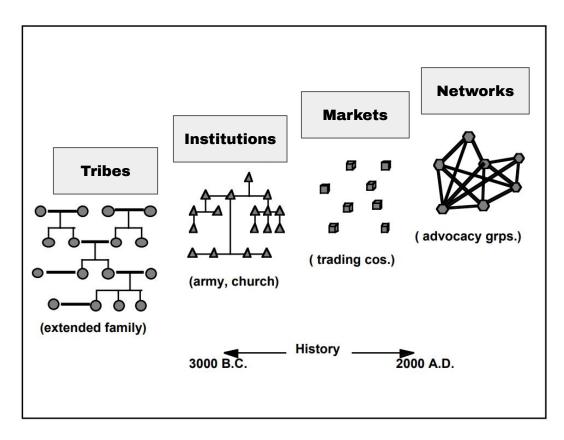


2010's

From "We Are All Weird" by Seth Godin

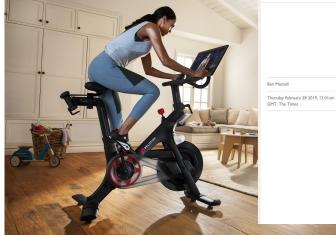


Societal evolution



Breaking The Booze Habit, Even Briefly, Has Its Benefits





No lust at first sight: why thousands are now identifying as 'demisexual'

For those who are not asexual but not celibate either, the new label is helping to define their love lives



Mindful bakers, two-day vegans: the new food tribes

We are what we eat — and its certainly not meat and two veg every day any more. Ben Machell dissects how our eating habits are shaping up in 2019



Are you a red meat abstainer or a posh macaron obsessive? GETTY IMAGES

HYPER ISLAND



Oh the shame of being married to a MAMIL (that's a Middle Aged Man In Lycra)

- · Jennie Price from Surrey is a cycling widow
- Her husband Richard's transformation began five years ago
- To get fit, he bought a road bike but soon became obsessed
- · Now he spends hours in the saddle
- He has also spent a fortune on bikes, cycling clothing and gadgets

Modern tribes: the cat guy



These scratches? Oh just Tiddles going off on one, they'll soon heal, I think he was hungry

Modern tribes: the spring enthusiast



Here's my hellebores in an enamel jug, eight likes, well it was late ©7:59 AM

Modern tribes: the clean sleeper

After just a week on his emergency Kwaknite Sleepclenze, my energy levels were incredible, my skin looked brighter and tauter © 8:00 AM

Modern tribes: the art gallery show-off



Slow down darlings, I think the kind gallery man thinks you're going to spill your drinks on the nude with poppies © 8:00 AM

Modern tribes: the sports day parent

You know I'm not even sure mothers' races set a good example for kids, all the coming first and body shaming that goes on? $\otimes 8:00 \text{ AM}$



Modern tribes: the serial complainer



Yes I am complaining. See, you just have to take control. I don't care if it's embarrassing, that's what they depend on, people being too shy to make a fuss $\otimes_{3:00} AM$

Modern tribes: the pregnant oversharer

We were only just thinking it might be a good time when, bam, the stick goes blue. Here, I'll show you... no? © 8:00 AM

Modern tribes: the born-again royalist

Do you know that Prince Philip was actually a total feminist, supporting his wife, and apparently he's brilliantly clever, and so good-looking • 8:00 AM







Modern tribes: the box set bore



Why don't you start with The Crown? All I'll say is, it's about the Queen, I can't wait to see how it turns out © 8:00 AM

Modern tribes: the non-driver



You're not taking yours to football on Sunday are you? Brilliant, it's no fun carrying the kit for miles © 8:00 AM

Modern tribes: the smart householder



Alexa, what's in my diary tomorrow? I'm getting the sack? What? That'll be her little joke © 8:00 AM

Modern tribes: the discerning dater



Despite a hip replacement do not worry ladies, regular riding keeps me in great shape, no complaints so far! © 8:00 AM

Modern tribes: the man-cave dweller

Cold beer, cider, ale? Just say what you like, I've my own secret fridge, can you spot it - hidden behind the tennis girl poster? e 8:00 AM

Modern tribes: the period drama pedant



The Lord Melbourne thing, I've checked, he looked literally nothing like Rufus Sewell, he was fat, he had grey hair, he wasn't a global sex symbol

Modern tribes: the manspreader

Why should Boris have to be body-shamed, just because he's not been castrated - now I mention it, my pair are a bit squashed, hang on, oof that's better $\otimes :00 \text{ AM}$ = 43

Modern tribes: the Bake Off fan









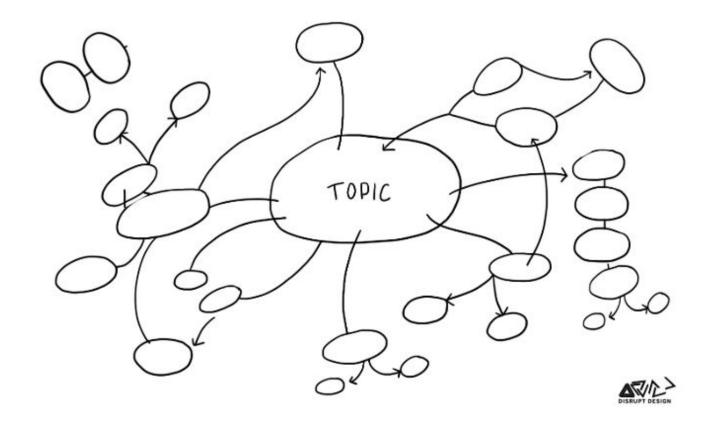


Young users are gravitating to new apps that flaunt positivity and connection.

EXPERTISE Intelligence AUTHOR

Carla Calandra

What networks do you belong to?

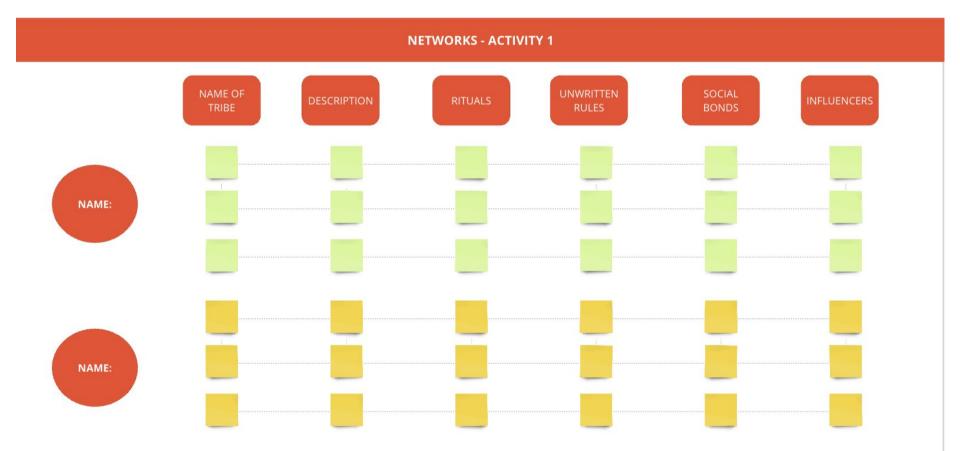


Explore your networks

shared beliefs
unwritten rules
rituals
social norms
unfulfilled desires
aspirations
how they create social bonds

Activity

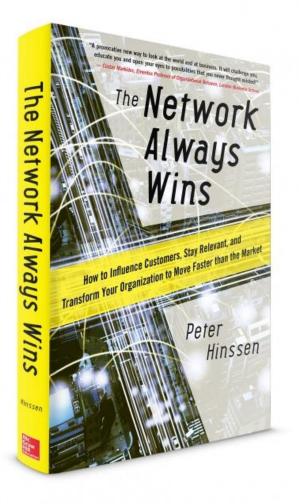
1/ Individually - 5 minutes



Activity

1/ Individually - 5 minutes

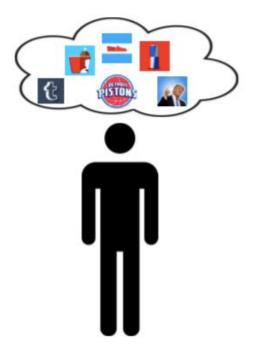
2/ Share in groups - 7 minutes



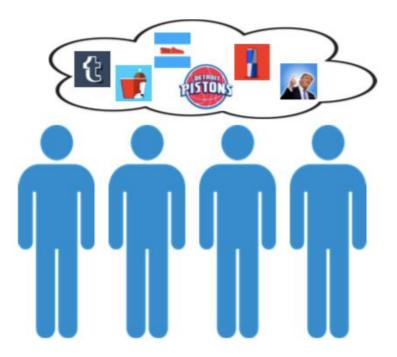
"if you understand networks you will understand the future"

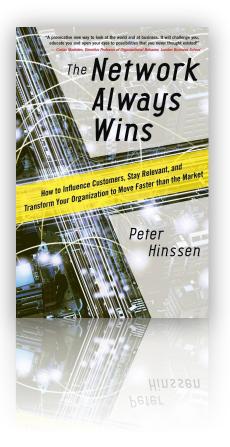
BREAK

MOST OF OUR DECISIONS



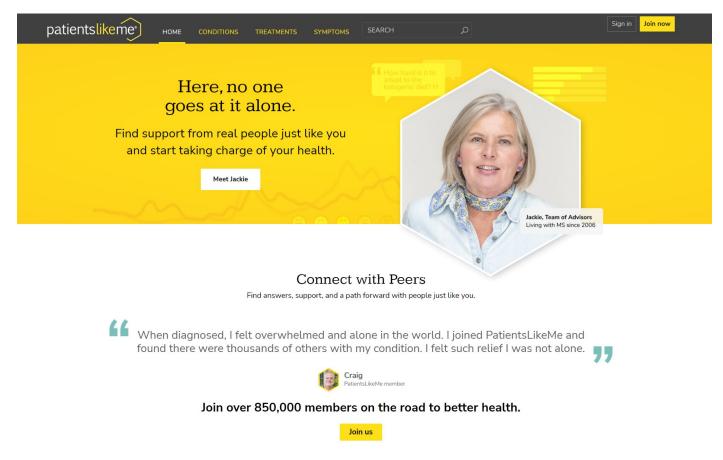
ARE BEING MADE OVER HERE.



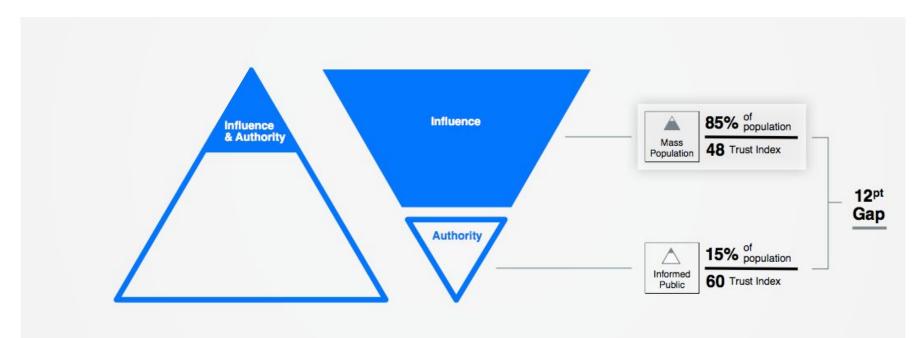


Many markets have turned into networks of intelligence. **Consumers have become** extremely informed network thinkers who are influenced by what they hear, see and read; and they trust one another more than commercial messages.





The inversion of influence



Source: 2017 Edelman Trust Barometer. The Trust Index is an average of a country's trust in the institutions of government, business, media and NGOs. Informed Public and Mass Population, 28-country global total.

TARGET AUDIENCES TARGET NETWORKS ****** *****

You no longer own the brand You no longer control the message Brand is a co-creation process Message is now networked storybuilding

Stroytelling - Storybuilding - Storyliving

Broadcast - conversation - participation - collaboration

Storybuilding

Shifting from authority to influence







Manchester News MEN MENnewsdesk

Following

Ø.

Asda's 'quiet hour' for autistic shoppers was so good that EIGHT other stores are doing the same



Asda held its first quiet hour for autistic and disabled shoppers - and now eig... A superstore opened early for a 'quiet hour' to help autistic and disabled people. manchestereveningnews.co.uk

Select a possible network for your brands

Guerilla Research

How much can you learn in 10 minutes?

Explore the network....

shared beliefs
unwritten rules
rituals
social norms
unfulfilled desires
aspirations
how they create social bonds

How might we add value to the network?

QUESTIONS Turning insights into design problems

How Might We... is a question format.

It turns insights and problem areas into an invitation for a variety of solutions.

PROBLEM SPACE

SOLUTION SPACE

HYPER ISLAND

insights and problem areas

invitation for a variety of solutions.

DIFFERENT INDIVIDUALS WORKING TOGETHER

VARIOS OPEN-ENDED SOLUTIONS

HOW MIGHT WE...?

OPENS UP TO POSSIBILITIES & INVITES TO CREATE





How might we design an ice cream cone that won't let the ice cream dribble all over your hand? Too closed!

How might we reinvent an icecream dessert for kids to be able to carry around? Just right!

HMW...

increase opportunities for mid-career professionals to transition into very different roles?

HMW....

redesign public transport so it's both comfortable for riders and sustainable for the environment?

HMW...

improve communication between foreign asylum seekers and local doctors, for the foreign asylum seekers to easily understand complex medical prescriptions?

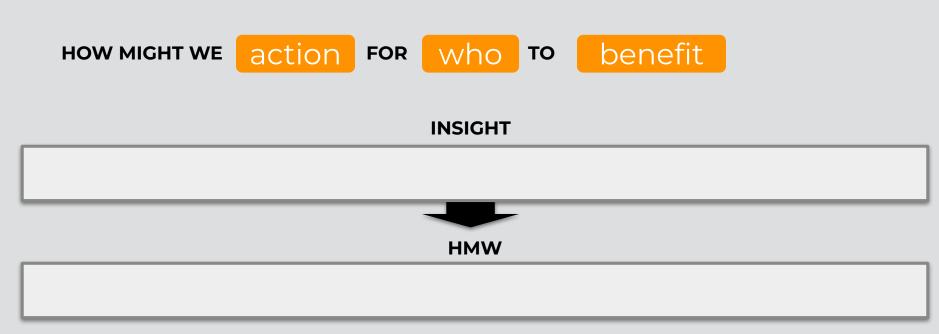
Do's

- Keep it broad. Create a rich ground for exploring different paths to solutions.
- Define the opportunity clearly in the statement.
- Make it about the most difference you can make for key segments.

Don'ts

Suggest a solution or specific approach in the question.

HOW MIGHT WE...?



ACTIVITY

- Go to the MIRO board
 - Individually for 7 minutes
 - identify the insights you want to work on
 - Create some HMWs
 - As a group
 - Share your HMWs
 - Choose one to present

CHECK OUT





What's one key insight or action you're taking away from today's session that you believe will help you add more magic to your network or relationships?"