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Thomas Wedell-Wedellsborg is an independent consultant and speaker and a coauthor of *Innovation as Usual: How*

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to Help Your People Bring Great Ideas to Life (Harvard Business Review Press, March 2013)

Are You Solving the Right Problems? - Harvard Business Review

A version of this article appeared in the July-August 2012 issue of Harvard Business Review. Brent Adamson is the principal executive adviser of CEB's sales practice.

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The Fitbit case study is a Harvard Business Review case study, which presents a simulated practical experience to the reader allowing them to learn about real life problems in the business world. The Fitbit case consisted of a central issue to the organization, which had to be identified, analysed and creative solutions had to be drawn to tackle the issue.

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