



Competitive Intelligence

**Craig S. Fleisher, Babette E.
Bensoussan**



Competitive Intelligence:

Proven Strategies in Competitive Intelligence Society of Competitive Intelligence Professionals, 2001-03-15 Tested in the trenches competitive intelligence techniques used at today's top companies This book brings together the best thinking and practices in competitive intelligence CI currently being used at many of today's most successful companies Featuring contributions from leading industry executives it covers CI strategies across a wide range of business functions including marketing and sales market research and forecasting product development and teams The only book on the subject offering a comprehensive view of CI from the CEO down to the tactical CI team Numerous case studies vividly illustrating cutting edge CI techniques in action

The Competitive Intelligence Playbook Fouad Benyoub, Do you believe that intelligence not data can shape better business decisions Do you want to explore how to gather analyze and share competitive intelligence Do you want to learn what it takes to build efficient competitive intelligence programs Then The Competitive Intelligence Playbook is for you In this book you will find the main ingredients you need to take your competitive intelligence program to the next level You will learn how to build manage and optimize your program You will learn how to move your program from the tactical to the strategic level of your organization Most importantly you will learn how to extract the most business value from the program Let the journey begin

Competitive Intelligence Howard Sutton, 1988

Competitive Intelligence Larry Kahaner, 1997 In the first book designed for businesses of all sizes and managers at every level Larry Kahaner explains the increasingly vital practice of competitive intelligence and how American companies can use it for success With a wealth of case studies Kahaner shows How to profile your competitors executives to unmask their decision making processes The line between legal and illegal or unethical activities How to protect your own company against your competitors intelligence operations COMPETITIVE INTELLIGENCE is a practical guide to turning raw information into priceless knowledge and winning business strategy

Competitive Intelligence Jim Underwood, 2002-04-03 Fast track route to mastering the art of competitor intelligence Covers the fundamentals of competitor intelligence from securing CEO buy in and making sure the right people are in place to creating an internal intelligence system and setting up a war room Examples and lessons from some of the world's most intelligent businesses including Motorola and Apple and ideas from the smartest thinkers including Jan Herring Ben Gilad and Leonard Fuld Includes a glossary of key concepts and a comprehensive resources guide

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practice quickly Competitive Intelligence For the Competitive Edge Alan Dutka, 2000-04-22 Get a Leg up on Your Closest Industry Rival With years of real world business experience behind him author Alan Dutka offers this compelling look at competitive intelligence the process of collecting analyzing and acting upon information about your competitors and the competitive environment and how it can improve your company's bottom line and give you a leading edge Taking a true practitioner's approach Competitive Intelligence for the Competitive Edge shows you how to integrate your business's operations particularly marketing advertising and strategic planning with the latest competitive intelligence techniques in order to achieve positive results in all areas The author also Reviews the latest tools and techniques for data gathering storage and analysis Provides helpful insight on information interpretation and dissemination of intelligence within a corporate structure Includes numerous real life examples of using competitive intelligence techniques in actual business situations Offers important information on obtaining competitive intelligence information for the global marketplace Provides a list of resources for competitive intelligence information Competitive Intelligence for the Competitive Edge is a must have for any business professional interested in launching a successful competitive intelligence program About the Author Alan Dutka is President of National Survey Research Center a marketing and opinion research company based in Cleveland Ohio He is a frequent lecturer for the American Marketing Association and for the Society for Competitive Intelligence Mr Dutka's other published titles include State of the Art Marketing Research second edition with Al Blankenship and The AMA Handbook for Customer Satisfaction **Competitive Intelligence in Small Businesses** Talal Lahlou, 2015-03-17 Fed up with theory and theories about competitive intelligence Looking for practical and clear strategies synthetically exposed step by step Lacking the necessary budget to set up a competitive intelligence unit but still feeling the need for your business This book aims at delivering successful and clear steps to take your business ahead It is compiling best practices about practical tools used by competitive intelligence professionals from top companies and adapting them to small business structures that have specific needs and very restricted budgets and HR All compiled in brief points that are easily implemented in a small business **Competitive Intelligence For Dummies** James D. Underwood, 2013-07-09 Make competitive intelligence part of your business practice and be on the cutting edge Competitive intelligence is the art of defining gathering analyzing and distributing intelligence about products customers competitors individuals concepts information ideas or data needed to support executives and managers in making strategic decisions for an organization Competitive Intelligence For Dummies introduces you to this fascinating subject and gives you the tools you need to incorporate it into your business decision making process Conducted within an organization competitive intelligence serves as a catalyst in planning and strategic growth It is part of the value chain that converts gathered data to actionable information that results in strategic decisions Competitive Intelligence For Dummies helps readers gather valuable information on the competition the operational environment and the target customer It also explains how to carefully analyze and use this information in decision making

processes to gain market share and stay on the cutting edge of an industry Whether you are just starting a business venturing into new areas with your existing company or looking to gain ground on a key competitor Competitive Intelligence For Dummies gives you insight on how to gather valuable information on not only your competitors but on your market and key customer base Gets you up to speed on how to locate collect and process competitive intelligence Shows you how to carefully analyze competitive intelligence and disseminate it throughout your organization Illustrates how competitive intelligence can help you gain market share If you re a business owner analyst manager or researcher Competitive Intelligence For Dummies gives you and your business an edge

Competitive Intelligence C. West,2001-09-19 To beat your competitors you must know exactly what they are doing It is impossible to put together a successful competitive strategy if you are unsure what your competitors are doing what they plan to do or even who your competitors really are As markets evolve even more rapidly and companies adapt their plans much faster the demand for competitive intelligence has spiralled Christopher West an expert in the field shows you how to collect analyse and use competitive intelligence from a variety of sources including the internet and change your competitive strategy accordingly

Competitive Intelligence Advantage Seena Sharp,2009-10-01 A practical introduction to the necessity of competitive intelligence for smarter business decisions from a leading CI expert and speaker In Competitive Intelligence Advantage Seena Sharp founder of one of the first Competitive Intelligence firms in the US provides her expert analysis on the issues and benefits of CI for today s businesses CI is critical for making smarter business decisions and reducing risks when formulating strategies leading to more profits and fewer mistakes This is a practical guide that explains what CI is why data is not intelligence why competitor intelligence is a weak sibling to competitive intelligence when to use it how to find the most useful information and turn it into actual intelligence and how to present findings in the most convincing manner Importantly Sharp argues that businesses would benefit from shifting their perspective on CI from viewing it as a cost to viewing it as an investment that saves money and provides immediate value Author Seena Sharp is a noted CI expert who established Sharp Market Intelligence in 1979 Addresses all the most common myths and misconceptions about CI Includes more than sixty examples of when to use CI Completely explains the ins and outs of CI and why your company will act faster and more aggressively with CI Competitive intelligence is a management tool that is misunderstood and underestimated yet results in numerous benefits If you are a senior level executive or operate a business and you aren t tapping the power of CI to improve your decision making you are missing a potent advantage

The Secret Language of Competitive Intelligence Leonard Fuld,2010-04-21 THE ART OF SMART how not to get blindsided by the competition Your key competitor has a cost advantage and you can t for the life of you figure out why or how A new technology or competitor is on the horizon that will completely upset the applecart in your business as Google is now doing in advertising and Wal Mart has done in retailing You think a key competitor may drastically drop prices or perhaps roll out a significant new product What can you do to ascertain what their major moves will be

Competitive intelligence the ability to see through or stay ahead of your competition is the unspoken hidden key to success It is the means to knowing a customer s strategic thinking a rival s cost structure when making a bid or a competitor s new product plans Much as in a game of chess you must think many moves ahead of your rivals exactly the advantage competitive intelligence can give you Leonard Fuld provides the tools to cut through the smoke screens and rumors that distort reality and shows How to avoid becoming your own worst enemy by removing blinders that can hide a competitor s threatening moves How to see your competitor s vulnerability and take advantage of the easily exploitable opportunities it presents How to run a war game to anticipate a rival s pricing moves new product introduction or distribution strategy and even to avoid being surprised by new entrants who play by different rules altogether For more than twenty five years Leonard Fuld has been developing groundbreaking ways for managers to stay two steps ahead of the competition providing effective ways of finding out about pricing new product rollouts strategic alliances outsourcing and cost of operations In *The Secret Language of Competitive Intelligence* he shows how to take data that is widely available to everyone think critically about it and convert it into highly refined intelligence that leads to effective market based decisions

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From the Hardcover edition *Controversies in Competitive Intelligence* Craig S. Fleisher, David L. Blenkhorn, 2003-02-28

Chosen for their clear direct relevance to scholars and practitioners in the volatile field of competitive intelligence the 24 issues evaluated here represent the cutting edge of CI s most pressing concerns

Current scholarly pragmatic and among the first of its kind this book presents the heart of the field in a way that even the relatively uninitiated can grasp and quickly apply The authors cover the latest technological advances and their relation to the tools most valued by CI professionals They also show that despite its enormous range of possibilities CI has limits

Navigating the ever changing organizational and marketplace environments is difficult A key debate involves what should and shouldn t be done to maximize the beneficial power of CI Fleisher Blenkhorn and the book s contributors present the crucial points of this debate This book is perfect for practitioners seeking guidance but also as a supplemental text for students in such courses as marketing strategy and planning business to business marketing and competitive intelligence

itself *Competitive Intelligence* Douglas Bernhardt, 2003 What do you really know about your competitors and potential competitors What are the real threats your business faces in the next two years What do your competitors know about you how did they find out about it and how can you stop them finding out more Super Searchers on Competitive Intelligence Margaret Metcalf Carr, 2003 Revealing their secrets for monitoring competitive forces and keeping on top of the trends opportunities and threats within their industries this book presents 15 leading CI researchers and their hard earned secrets

Network World, 1998-11-09 For more than 20 years Network World has been the premier provider of information intelligence and insight for network and IT executives responsible for the digital nervous systems of large organizations Readers are responsible for designing implementing and managing the voice data and video systems their companies use to support everything from business critical applications to employee collaboration and electronic commerce The Manager's Guide to Competitive Intelligence John J. McGonagle, Carolyn M. Vella, 2003-09-30 There is very little material available that provides practical hands on assistance for the CI professional who is providing CI to one client his or her employer and who constitutes the largest single group of CI practitioners in existence This book meets that need by serving as a desk reference for CI managers to help them understand their own circumstances and determine what works best for them Competitive intelligence CI is now becoming a mature profession With that maturation comes the need to develop and understand the how s and why s of managing CI as distinguished from understanding how CI works There is very little material available that provides practical hands on assistance for the CI professional who is providing CI to one client his or her employer and who constitutes the largest single group of CI practitioners in existence This book meets that need by serving as a desk reference for CI managers to help them understand their own circumstances and determine what works best for them In addition to providing hints on diagnosing individual situations many forms and checklists that the manager can use immediately are included **The Secret Language of Competitive Intelligence** Leonard M. Fuld, 2010 Business and Competitive Analysis Craig S. Fleisher, Babette E. Bensoussan, 2015 This generation s definitive guide to business and competitive analysis has now been thoroughly updated with additional methods applications and examples Like the first edition Business and Competitive Analysis Second Edition helps you transform data into actionable insights and recommendations that enterprise decision makers cannot and will not ignore Craig S Fleisher and Babette E Bensoussan begin with a practical primer on the process and context of business and competitive analysis how it works how to avoid pitfalls and how to communicate results Next they introduce their unique FAROUT method for choosing the right tools for each assignment The authors then present dozens of today s most valuable analysis methods They cover classic techniques such as McKinsey 7S and industry analysis as well as emerging techniques from multiple disciplines economics corporate finance sociology anthropology and the intelligence and futurist communities For each they present clear descriptions background context strategic rationales strengths weaknesses step by step instructions and references The result is a book you can rely on to meet any analysis

challenge no matter how complex or novel *Competitive Intelligence For Dummies* James D. Underwood, 2013-07-29 Make competitive intelligence part of your business practice and be on the cutting edge Competitive intelligence is the art of defining gathering analyzing and distributing intelligence about products customers competitors individuals concepts information ideas or data needed to support executives and managers in making strategic decisions for an organization *Competitive Intelligence For Dummies* introduces you to this fascinating subject and gives you the tools you need to incorporate it into your business decision making process Conducted within an organization *Plan the Competitive Intelligent Strategy of Your Business* Pasquale De Marco, 2025-08-14 Plan the Competitive Intelligent Strategy of Your Business provides a comprehensive guide to the world of competitive intelligence CI empowering businesses with the knowledge and tools they need to thrive in the competitive marketplace This book delves into the history evolution and different types of CI It explores the various sources and tools available to gather competitive intelligence and discusses the ethical implications of CI practices Through case studies and examples this book illustrates how organizations can successfully implement CI programs and use competitive insights to drive growth and success In today's rapidly evolving business landscape CI has become an essential tool for businesses of all sizes This book provides a roadmap for organizations looking to enhance their CI capabilities and gain a strategic advantage over their competitors Whether you are a seasoned CI professional or a business leader looking to understand the value of competitive intelligence this book offers valuable insights and practical guidance By embracing the principles and practices outlined in this book you can empower your organization with the knowledge and tools it needs to make informed decisions anticipate market trends and seize new opportunities This book is essential reading for Business leaders and executives Competitive intelligence professionals Market researchers Marketing and sales professionals Business development professionals Entrepreneurs Students and researchers in business and competitive intelligence With its comprehensive coverage of CI theory and practice this book is the definitive guide to competitive intelligence in the 21st century If you like this book write a review

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