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A NEW MINDSET
FOR PROFITABLE
GROWTH

ALAN LEWIS
DAN MCKONE

NARRATED BY CHRIS SORENSEN

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Edge Strategy Alan Lewis, Dan McKone, 2015-12-29 Are you missing opportunities for growth that are right in front of you In today's volatile economic environment filled with uncertainty and sudden change the forces pushing you to stay focused on the core business are extremely powerful Profiting from the core is crucial but the danger is that overfocus on the core can blind companies Scanning the horizon for new markets and new products can also be tempting but risky Fixating too much on either strategy can cause you to miss the substantial opportunities for growth that are often hidden in plain sight at the edge of the core business In this insightful yet practical book strategy experts Alan Lewis and Dan McKone articulate a mindset that helps leaders recognize and capitalize on these opportunities The Edge Strategy framework challenges how the boundaries of your existing products and services map to your customers views of the world and then provides three different lenses through which you can see and leverage value Product edge How to capture incremental profits and other benefits by slightly altering the elements and composition of a core offering Journey edge How to create and capture extra value by adjusting your role in supporting the customer's journey to and through your offering Enterprise edge How to unlock additional value from resources and capabilities that support your core offering by applying them in a different context for a different offering or different set of customers With engaging examples across many industries Lewis and McKone coach you on how to identify and assess each of the different edges and then provide concrete insights and advice on applying edge strategy and tactics to use in specific business contexts The book concludes with a ten step process to help executives and managers find and leverage the edges in their own companies *Edge Strategy* is the concise hands on guide for growing your business by getting more yield from assets already in place relationships already established and investments already made

Black Box Thinking Matthew Syed, Matthew Syed Consulting Ltd, 2015-09-10 What links the Mercedes Formula One team with Google What links Team Sky and the aviation industry What connects James Dyson and David Beckham They are all Black Box Thinkers Black Box Thinking is a new approach to high performance a means of finding an edge in a complex and fast changing world It is not just about sport but has powerful implications for business and politics as well as for parents and students In other words all of us Drawing on a dizzying array of case studies and real world examples together with cutting edge research on marginal gains creativity and grit Matthew Syed tells the inside story of how success really happens and how we cannot grow unless we are prepared to learn from our mistakes

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support your core offering by applying them in a different context for a different offering or different set of customers From publisher description Örülj a hibáidnak Matthew Syed,2021-11-15 Mi a k z s a Mercedes Forma 1 es csapat ban s a Google ben Mi k t ssze egy t bbsz r s Tour de France gy ztes csapatot a l gik zleked ssel Mindegyik saj t hib ira alapozza fejl d s t Egy l gi katasztr fa ut n mindig nagy figyelmet ford tanak a feketedoboz megtal l s ra hiszen ennek r v n lehet kielemezni a trag di hoz vezet hib kat s elker lni az jabb eseteket A hib k felt r sa az eg szs g gyben is leteket menthet m a feketedoboz gondolkod snak h tk znapi let nkben is ri si jelent s ge van A legt bben kudarcok nt ljk meg hib inkat s sokszor fel is adjuk a pr b lkoz st m az igaz n sikeres sportol k zletemberek vagy vezet k r lnek minden hib nak mert ezek r v n fejl dhetnek s jobb v lhatnak Matthew Syed sz d t mennyis g esettanulm nnyal valamint val s p ld kkal szolg l az antropol gia pszichol gia s komplexit selm let legfrissebb eredm nyeivel al t masztott k nyv ben Megtudhatjuk mi a siker val di titka s szembe kell n zn nk a t nnyel addig nem fejl dhet nk am g nem vagyunk k szek tanulni a hib inkb l A kreat v tt r sek mindig milli nyi hib val indulnak Ez a zseni lis k nyv bebizony tja hogy az igazi tal lm ny nagyszer s ge azon m lik k pesek vagyunk e meg rteni ezeket a hib kat s fel lkerekedni rajtuk Ez a legfontosabb tulajdons g amit el kell saj t tanunk James Dyson tervez feltal l s v llalkoz a porzs k n lk li porsz v megalkot ja Working Mother ,2003-10 The magazine that helps career moms balance their personal and professional lives **Profitable Paradigms Unleashed** Dwayne G Smith,2023-08-13 Are you ready to embark on an exhilarating voyage that will transform the way you approach business and innovation Unleash boundless business success through Profitable Paradigms Unleashed This groundbreaking book empowers you with cutting edge insights and strategies vital for thriving in today s dynamic business arena From embracing paradigm shifts to turning failures into success catalysts each chapter offers invaluable wisdom Navigate uncharted waters of blue ocean opportunities revolutionizing your approach to disruption and innovation Identify industry norms begging to be challenged pioneer strategies setting you apart and position your business as an industry leader Tap into niche markets nurture a growth mindset and flourish within blue ocean spaces Embrace AI data driven decisions and digital transformation for unmatched growth Unconventional marketing tactics captivate audiences while strategic partnerships amplify your reach Foster a culture of innovation navigating environmental and social responsibility with a triple bottom line approach Real life cases from Tesla to Netflix illustrate the power of transformative thinking Discover transformative benefits awaiting those embracing change Implement these strategies to unlock a world of possibilities propelling your business toward lasting success WHAT YOU WILL LEARN INSIDE THIS BOOK INCLUDE Rethinking Business Paradigms The Power of Paradigm Shifts Embracing Change and Innovation Overcoming Resistance to New Ideas DISRUPTIVE THINKING Understanding Disruptive Innovation Identifying Industry Norms and Limitations Creating a Culture of Creative Disruption CUSTOMER CENTRIC APPROACHES Understanding Your Target Audience Design Thinking for Customer Empathy Building Long Term Customer Relationships AGILE BUSINESS NAVIGATING UNCERTAINTY Embracing the Agile Mindset Implementing Agile Methodologies Adapting to Market Shifts

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