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EDGE STRATEGY



A NEW MINDSET
FOR PROFITABLE
GROWTH

ALAN LEWIS
DAN MCKONE

NARRATED BY CHRIS SORENSEN

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Alan Lewis, Dan McKone



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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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Table of Contents Download Edge Strategy Mindset Profitable Growth

1. Understanding the eBook Download Edge Strategy Mindset Profitable Growth
 - The Rise of Digital Reading Download Edge Strategy Mindset Profitable Growth
 - Advantages of eBooks Over Traditional Books
2. Identifying Download Edge Strategy Mindset Profitable Growth
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Download Edge Strategy Mindset Profitable Growth
 - User-Friendly Interface
4. Exploring eBook Recommendations from Download Edge Strategy Mindset Profitable Growth
 - Personalized Recommendations
 - Download Edge Strategy Mindset Profitable Growth User Reviews and Ratings
 - Download Edge Strategy Mindset Profitable Growth and Bestseller Lists

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 - Highlighting and Note-Taking Download Edge Strategy Mindset Profitable Growth
 - Interactive Elements Download Edge Strategy Mindset Profitable Growth
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 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Download Edge Strategy Mindset Profitable Growth
9. Balancing eBooks and Physical Books Download Edge Strategy Mindset Profitable Growth
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Download Edge Strategy Mindset Profitable Growth
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Download Edge Strategy Mindset Profitable Growth
 - Setting Reading Goals Download Edge Strategy Mindset Profitable Growth
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Download Edge Strategy Mindset Profitable Growth
 - Fact-Checking eBook Content of Download Edge Strategy Mindset Profitable Growth
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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