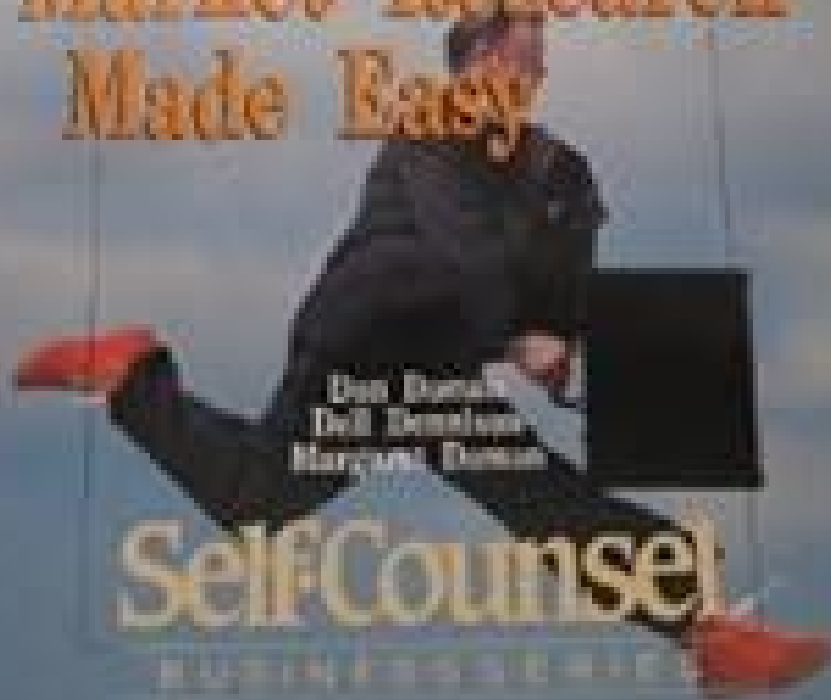


Look Before You Leap: Market Research Made Easy



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ILLUSTRATIONS BY MARY

Look Before You Leap Market Research Made Easy

Jaynie L. Smith, William G. Flanagan



Look Before You Leap Market Research Made Easy:

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Creating Competitive Advantage Jaynie L. Smith, William G. Flanagan, 2006-04-25 Why should I do business with you and not your competitor Whether you are a retailer manufacturer distributor or service provider if you cannot answer this question you are surely losing customers clients and market share This eye opening book reveals how identifying your competitive advantages and trumpeting them to the marketplace is the most surefire way to close deals retain clients and stay miles ahead of the competition The five fatal flaws of most companies They don't have a competitive advantage but think they do They have a competitive advantage but don't know what it is so they lower prices instead They know what their competitive advantage is but neglect to tell clients about it They mistake strengths for competitive advantages They don't concentrate on competitive advantages when making strategic and operational decisions The good news is that you can overcome these costly mistakes by identifying your competitive advantages and creating new ones Consultant public speaker and competitive advantage expert Jaynie Smith will show you how scores of small and large companies substantially increased their sales by focusing on their competitive advantages When advising a CEO frustrated by his salespeople's inability to close deals Smith discovered that his company stayed on schedule 95 percent of the time an achievement no one else in his industry could claim By touting this and other competitive advantages to customers closing rates increased by 30 percent and so did company revenues Jack Welch has said If you don't have a competitive advantage don't compete This straight to the point book is filled with insightful stories and specific steps on how to pinpoint your competitive advantages develop new ones and get the message out about them The biggest marketing flaw in most companies is their failure to fully reap the benefits of their competitive advantages Either they think they have a competitive advantage but don't Or they have one and don't realize it Or they know they have a strong

competitive advantage but fail to promote it adequately to their customers and prospects In my research with middle market companies I found only two CEOs out of 1 000 who could clearly name their companies competitive advantages The other 99 8 percent could offer only vague imprecise generalities These same CEOs often rely on outside consultants to guide strategic planning sessions Yet in my experience very few consultants even seasoned ones give competitive advantage evaluation more than a superficial glance Ignoring your competitive advantages can be an expensive and even fatal mistake Because no matter the size of your company or the kind of business you are in your competitive advantages should be the foundation of all your strategic and operational decisions They re the reasons customers choose to buy from you instead of the other guy

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This book delves into Look Before You Leap Market Research Made Easy. Look Before You Leap Market Research Made Easy is an essential topic that must be grasped by everyone, from students and scholars to the general public. The book will furnish comprehensive and in-depth insights into Look Before You Leap Market Research Made Easy, encompassing both the fundamentals and more intricate discussions.

1. The book is structured into several chapters, namely:
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 - Chapter 2: Essential Elements of Look Before You Leap Market Research Made Easy
 - Chapter 3: Look Before You Leap Market Research Made Easy in Everyday Life
 - Chapter 4: Look Before You Leap Market Research Made Easy in Specific Contexts
 - Chapter 5: Conclusion
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Table of Contents Look Before You Leap Market Research Made Easy

1. Understanding the eBook Look Before You Leap Market Research Made Easy
 - The Rise of Digital Reading Look Before You Leap Market Research Made Easy
 - Advantages of eBooks Over Traditional Books
2. Identifying Look Before You Leap Market Research Made Easy
 - 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 Look Before You Leap Market Research Made Easy
 - User-Friendly Interface
4. Exploring eBook Recommendations from Look Before You Leap Market Research Made Easy
 - Personalized Recommendations
 - Look Before You Leap Market Research Made Easy User Reviews and Ratings
 - Look Before You Leap Market Research Made Easy and Bestseller Lists
5. Accessing Look Before You Leap Market Research Made Easy Free and Paid eBooks
 - Look Before You Leap Market Research Made Easy Public Domain eBooks
 - Look Before You Leap Market Research Made Easy eBook Subscription Services
 - Look Before You Leap Market Research Made Easy Budget-Friendly Options
6. Navigating Look Before You Leap Market Research Made Easy eBook Formats
 - ePub, PDF, MOBI, and More
 - Look Before You Leap Market Research Made Easy Compatibility with Devices
 - Look Before You Leap Market Research Made Easy Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Look Before You Leap Market Research Made Easy
 - Highlighting and Note-Taking Look Before You Leap Market Research Made Easy
 - Interactive Elements Look Before You Leap Market Research Made Easy

8. Staying Engaged with Look Before You Leap Market Research Made Easy
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Look Before You Leap Market Research Made Easy
9. Balancing eBooks and Physical Books Look Before You Leap Market Research Made Easy
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Look Before You Leap Market Research Made Easy
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Look Before You Leap Market Research Made Easy
 - Setting Reading Goals Look Before You Leap Market Research Made Easy
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Look Before You Leap Market Research Made Easy
 - Fact-Checking eBook Content of Look Before You Leap Market Research Made Easy
 - 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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