


# THE MYTH OF MARKET

A close-up photograph of a golden-brown, flaky pie. A silver fork is inserted into the center of the pie, lifting a small portion of the filling. The words 'THE MYTH OF MARKET' are superimposed over the image in a large, bold, blue, sans-serif font. 'THE' is at the top, 'MYTH OF' is in the middle, and 'MARKET' is at the bottom, all centered horizontally.

WHY MARKET SHARE IS THE  
FOOL'S GOLD OF BUSINESS

# SHARE

RICHARD MINITER

# Myth Of Market Share Why Market Share Is The Fools Gold Of Business

**Nick Wreden**



## **Myth Of Market Share Why Market Share Is The Fools Gold Of Business:**

The Myth of Market Share Richard Minitzer, 2002-10-15 Richard Minitzer skewers the sacred cow of market share and debunks the conventional wisdom that corporate profits rise as you grab more territory in the marketplace. Market share is the fool's gold of modern business. In reality, companies that maximize market share end up minimizing profits while their smarter rivals earn higher returns. Three times out of four on average, the most profitable firm is not the one with the largest slice of the market. Yet the myth of market share continues to hobble and kill great companies while smaller competitors dig out real profits. Executives, entrepreneurs, investors, and regulators will learn why megamergers often fail, brand extensions wither, and stocks tumble. The Myth of Market Share also reveals a positive and proven strategy for transforming a company into a profit leader. Richard Minitzer recounts many cautionary tales of great companies that refused to change and outlines the practical plans of those that changed and flourished. Managers and investors will profit from knowing why Dell prospers by treating market share as a benchmark, not as a goal. Executives and entrepreneurs can retool their strategies by examining the case studies in this book, including Ryanair, an upstart Irish air carrier that transformed itself into the world's most profitable airline; International Paper, a manufacturing Goliath that tried to buy success; Boeing, the plane maker that pulled out of a steep dive by jettisoning its market share strategies; and DaimlerChrysler, the carmaker that stalled when it tried to be all things to all people. By providing a road map for persuading doubtful colleagues and leading a company to profit, leadership. The Myth of Market Share is an entertaining historical review and leadership tutorial delivering proven strategies for generating long-term profits and sustainable growth during these uncertain times. **True Profit!** Hermann Simon, 2021-07-17 Real profit after taxes is the most important management target. Profits are the cost of survival and the creators of new value. In this book, celebrated management thinker Hermann Simon brings clarity to the jungle of profit concepts and balance sheets. He sheds light on the performance of numerous companies and industries in international comparison and looks at the key profit drivers: price, sales, and costs. Hermann Simon derives practical consequences from his astute analysis and offers a convincing guide to profit-oriented and sustainable corporate management. The book pleads for a reconsideration of profit as the guiding concept of management and entrepreneurship and showcases how profitability can ensure the long-term health of a business. Questioning the fact dilemma why more than 80 percent of companies in the US are going public have never turned a profit, this book is invaluable inspiration and a powerful guide for responsible and resilient managers and entrepreneurs. **Global Oligopoly** Chris Carr, 2020-02-18 The era of globalisation brought waves of consolidation in business ownership alongside Leviathan-like state actors. Digital disruption too can leave market power in a relatively small number of hands. In organisational and economic terms, global oligopoly is now a fundamental idea for business and society, which this book explores and analyses. This book focuses on global oligopolies, starting with an analysis of global concentration and profits in all sectors before moving on to illuminate the geographical spread and global strategic

orientation choices and performance outcomes of global oligopoly Contemporary cooperation modes such as cross border M As and strategic alliances niche and Emerging Market champion strategies are also analysed in detail to move the reader towards understanding likely future directions for the field Presenting empirical data on strategies and performance outcomes the book covers a range of industries to provide practical research based guidance for more effective global business strategies and policy perspectives

### **Hidden Champions of the Twenty-First Century** Hermann

Simon,2009-06-10 What do Tetra aquarium supplies Elector Nite sensors and Nissha touch panels have in common They are typical hidden champions medium sized unknown companies with annual revenues under 4 billion that have quietly under the radar become world market leaders in their respective industries Hermann Simon has been studying these hidden champions for over 20 years and in this sequel to his worldwide bestseller Hidden Champions he explores the dramatic impact of globalization on these companies and their outstanding international success Going deep inside more than a thousand hidden champions around the world Simon reveals the common patterns behaviors and approaches that make these companies successful and in many cases able to sustain world market leadership for generations despite intense competition financial pressures and constantly evolving market dynamics In the tradition of In Search of Excellence Built to Last and Good to Great Simon identifies the factors in business operations customer service and marketing innovation human resources management organizational design leadership and strategy that separate these outstanding performers from the rest of the pack and from the large corporations of the day In the process he provides a glimpse behind the curtains of many secretive companies who buck today s management fads and succeed instead through such common sense strategies as focusing on core capabilities delivering real value to the customer establishing long term relationships innovating continuously rewarding employees for performance decentralized operations and developing an unparalleled global presence Hidden champions teach us that good management means doing many small things better than the competition quietly with determination commitment and never ending stamina And in turbulent economic times the hidden champions represent an antidote to the short sightedand excessive practices that have brought many corporate giants crashing down The hidden champions provide invaluable lessons for all stakeholders in the business community from entrepreneurs to corporate managers investors to employees union organizers to regulators advanced and emerging countries and may well serve as the new role models for sustainable economic growth in the globalized world of the future

Hidden in Plain Sight Erich Joachimsthaler,2007-03-30

Companies must innovate to grow but they often forget to look beyond their own brands Take Sony for example Its success with consumer innovations like the Walkman blinded it to obvious changes in how when and where people wanted their music Apple capitalized on those changes in demand with the iPod providing a new way of listening to music and of managing one s entire music library This book explains how you can spot these opportunities that are hidden in plain sight It introduces the demand first innovation and growth model that will show you how to become an unbiased observer of people s

consumption and usage behaviors Refining this skill helps companies generate organic growth through new products services solutions and experiences that truly enhance peoples lives Revealing the innovative processes of such organizations as BMW Proctor and Gamble GE Healthcare and Frito Lay Hidden in Plain Sight offers you a new approach to identifying and executing your company s growth strategy The Truth About Creating Brands People Love Donna D. Heckler,Brian D. Till,2008-10-10 Branding secrets revealed best practices explained pitfalls exposed The truth about positioning brands and developing brand meaning The truth about brands as corporate profit drivers The truth about advertising pricing segmentation and more Simply the best thinking the truth and nothing but the truth This book reveals the 51 bite size easy to use techniques for building great brands and keeping them great I recommend this punchy provocative book that uses vivid case studies to remind us of 51 truths about brands DAVID AAKER Vice Chairman Prophet and Author of Building Strong Brands and Spanning Silos Branding Strategies for Success (Collection) Larry Light,Joan Kiddon,Brian D. Till,Donna Heckler,Ryan D. Mathews,Russ Hall,Watts Wacker,2012-03-12 3 breakthrough guides to building revitalizing and sustaining great brands and profiting from them In three indispensable books you ll discover powerful new ways to build rebuild and sustain any brand and leverage branding to supercharge profits and growth In Six Rules for Brand Revitalization Larry Light and Joan Kiddon teach the invaluable lessons of one of history s most successful brand revitalizations the reinvigoration of McDonald s Drawing on that experience the authors introduce a systematic blueprint for resurrecting any brand and driving it to unprecedented success Learn how to refocus your entire organization around common goals and a common brand promise restore brand relevance based on profound knowledge of your customers leverage innovation to reinvent your total brand experience create a plan to win and execute on it The Truth About Creating Brands People Love reveals 51 bite size easy to use techniques for building great brands and keeping them great Learn powerful truths about positioning brands and developing brand meaning using brands to drive corporate profits managing advertising pricing and segmentation and much more Finally What s Your Story Storytelling to Move Markets Audiences People and Brands shows how to leverage the universal human activity of storytelling your most powerful most underutilized tool for competitive advantage Legendary business thinkers Ryan Mathews and Watts Wacker help you take control of the stories your business tells make them believable and unforgettable make them move your customers to act From world renowned leaders and experts including Larry Light Joan Kiddon Brian D Till Donna D Heckler Ryan Mathews and Watts Wacker **The Truth About Best Branding Practices (Collection)** William Kane,Donna Heckler,Brian D. Till,Michael Solomon,2010-11-03 150 powerful bite size techniques for creating high value brands and keeping them strong Three full books of bite size actionable guidance on branding and marketing Discover how to build great brands and keep them great ensure branding consistency everywhere from your packaging to your salesforce promote and leverage brand loyalty embed deep customer motivations into your brands create cultures that can support authentic brand messages and much more From world renowned leaders and experts

including Brian D Till Donna Heckler Michael R Solomon and William S Kane      *Bubbleology* Kevin Hassett, 2002-07-23

There are only two types of stocks those safe from bubbles and those that are not This is a fact of investing many discovered as they saw their fabulous gains whittled away by the extreme calamity of the Internet sector But what about the future Is there a way for investors to capture the enormous potential for profit that exists at the frontier of the economy the place where innovation and genius operate without placing their fortunes in jeopardy Is there a way to evaluate price increases and declines and identify whether they are happening for good or bad reasons Bubbleology makes it possible to separate the winners from the losers It is a brilliant practical and original analysis of the stock market that bashes the conventional wisdom about bubbles showing that such famous examples as Tulipomania were not in fact bubbles at all Bubbleology shows that the traditional way of evaluating risk equating it with volatility is inherently flawed and incomplete If a stock fluctuates a lot in price it is regarded as risky If the price is stable then it is not What this simplistic way of thinking leaves out is the simple fact that companies trying something completely new that may fundamentally alter the economic landscape are operating at the frontier The stock of such a company swims in a sea of ambiguity its circumstances uncertain since there is little to provide guidance about the future But when nobody knows for sure what will happen pundits tell us again about Tulipomania the South Seas Bubble and now the debacle of the Internet to scare investors away from potentially enormous profits To realize those profits however investors have to understand the role that uncertainty and ambiguity the absence of reliable information about future events play in the modern stock market Those who equate ambiguity with bubbles will miss the great opportunities of the future Bubbleology provides a new way to observe what is really going on in the market enabling you to understand whether a stock or a sector is suspicious whether it is in a bubble and therefore something to be avoided Finding bubbles requires knowing where to look and what to look for Bubbleology will help you avoid both streaming into speculative manias and shying away from perfectly good business opportunities It tells you why you need to avoid both pontificating pundits and overconfident stock analysts With this unique and forward thinking book you can inspect suspicious stocks accurately discern risk and diagnose a blossoming bubble before it vanishes along with your money      **Profit Brand**

Nick Wreden, 2007 Profit Brand presents a results driven view of branding that any CEO or CFO would applaud While branding strategies often concern themselves with awareness visibility impact and image author Nick Wreden shifts the focus to the bottom line He offers a comprehensive metrics based approach to branding that allows companies to link branding activities directly with profits Wreden looks at the inefficiencies of traditional branding strategies that stress customer acquisition over customer retention Customer loyalty he argues is the key to delivering profitability With this in mind he explores loyalty schemes the need to own the customer experience and the means of leveraging allies as brand ambassadors He covers topics such as segmentation optimization pricing and communication strategies and explores accountability systems such as six sigma CRM and scorecards Citing examples from global brands such as IBM Disney Amex

and KLM the book highlights marketing practices both good and bad      How Companies Lie Larry Elliott,Richard Schroth,2002-06-25 The questions investors need to ask The answers corporate America must give about the true facts of corporate performance and value During the 2001 baseball season when games were played at Enron Field in Houston a typical reaction was What the hell is Enron and what do they do Now we know more about the executives and inner workings of today s best known rogue company than we ever imagined But it turns out that Enron is just the most egregious case of a disturbing trend and the seemingly unstoppable tendency of some capitalists to destroy capitalism Something like 50 percent of American households directly support the markets by investing in stocks and mutual funds But some of the people entrusted with the responsibility for maintaining and managing the corporation senior executives boards of directors auditing firms have become engaged in what can only be called economic terrorism Enron Sunbeam Global Crossing and Waste Management are but the tip of the iceberg Luckily there are ways for investors to spot corporate smoke and mirrors and challenge the players Larry Elliott and Richard Schroth show investors the questions that need to be asked to get a handle on the performance reality of companies The corporate world in turn needs a return to reality and authenticity in business operations finance accounting and deal making This need for performance reality is not an issue confined to a few companies who engage in unethical and illegal behavior The technological pace of change along with increasingly complicated business transactions makes global markets more and more complex The assumption however has always been that we have the management competence and rigor to ensure shareholder value Enron is definitive proof that the way companies are run the gap between what they say is reality and what is really the case is frightening And this gap has severe implications for millions of people who are employees of and investors in these companies Using Enron as the touchstone Larry Elliott and Richard Schroth show investors how to think about and measure the candor of corporations the Wall Street players and their supporters      Strategic Thinking Irene M. Duhaime,Larry Stimpert,Julie Chesley,2012-03-22 There are many strategy books available in the marketplace for today s student or business professional most of them view strategy from the 10 000 foot level while Strategic Thinking looks at this important business topic through a different lens Written from the perspective of a manager this book builds on theories of managerial and organizational cognition that have had a powerful influence on many business fields over the last two decades As other books on business policy and strategy cover a broad range of topics models frameworks and theories the unique feature of this book is that it covers all this but also focuses on how managers of business firms understand their business environments assess and marshal their firms resources and strive for advantage in the competitive marketplace It examines the economic structural and managerial explanations for firm performance Offering professors and business people who are intrigued by the ideas introduced in Peter Senge s books ways to apply those ideas and principles in the classroom and in the companies in which they work the book puts managers front and center

Measure What Matters to Customers Ronald J. Baker,2007-01-29 Measure What Matters to Customers reveals how to

capitalize on Key Predictive Indicators KPIs the innovative measures that define the success of your enterprise as your customers do If you want to increase your company's profits by working smarter this is the book for you Leading from Behind Richard Minitzer, 2012-08-21 New York Times bestselling journalist Minitzer goes inside the divided Obama White House portraying a reluctant disengaged president and the powerful advisers who decide for him *Winning* Francesco Duina, 2013-08-25 Why winning doesn't always lead to happiness Most of us are taught from a young age to be winners and avoid being losers But what does it mean to win or lose And why do we care so much Does winning make us happy Winning undertakes an unprecedented investigation of winning and losing in American society what we are really after as we struggle to win our collective beliefs about winners and losers and much more Francesco Duina argues that victory and loss are not endpoints or final destinations but gateways to something of immense importance to us the affirmation of our place in the world But Duina also shows that competition is unlikely to provide us with the answers we need Winning and losing are artificial and logically flawed concepts that put us at odds with the world around us and ultimately ourselves Duina explores the social and psychological effects of the language of competition in American culture Primarily concerned with our shared obsessions about winning and losing Winning proposes a new mind set for how we can pursue our dreams and in a more satisfying way find our proper place in the world *Implementing Value Pricing* Ronald J. Baker, 2010-11-29 Praise for IMPLEMENTING VALUE PRICING A Radical Business Model for Professional Firms Ron Baker is the most prolific and best writer when it comes to pricing services This is a must read for executives and partners in small to large firms Ron provides the basics the advanced ideas the workbooks the case studies everything This is a must have and a terrific book Reed K Holden founder and CEO Holden Advisors Corp Associate Professor Columbia University [www.holdenadvisors.com](http://www.holdenadvisors.com) We've known through Ron Baker's earlier books that he's not just an extraordinary thinker and truly brilliant writer he's a mover and a shaker on a mission This is the End of Time Brilliant Paul Dunn Chairman B1G1 [www.b1g1.com](http://www.b1g1.com) Implementing Value Pricing is a powerful blend of theory strategy and tactics Ron Baker's most recent offering is ambitious in scope exploring topics that include economic theory customer orientation value identification service positioning and pricing strategy He weaves all of them together seamlessly and includes numerous examples to illustrate his primary points I have applied the knowledge I've gained from his body of work and the benefits to me and to my customers have been immediate significant and ongoing Brent Uren Principal Valuation Business Modeling Ernst Young [www.ey.com](http://www.ey.com) Ron Baker is a revolutionary He is on a radical crusade to align the interests of service providers with those of their customers by having lawyers accountants and consultants charge based on the value they provide rather than the effort it takes Implementing Value Pricing is a manifesto that establishes a clear case for the revolution It provides detailed guidance that includes not only strategies and tactics but key predictive indicators for success It is richly illustrated by the successes of firms that have embraced value based pricing to make their services not only more cost effective for their customers but more profitable as well The hallmark



of a manifesto is an unyielding sense of purpose and a call to action Let the revolution begin Robert G Cross Chairman and CEO Revenue Analytics Inc Author Revenue Management Hard Core Tactics for Market Domination **Long Range Planning** Society for Long Range Planning,2004 Positioning for Professionals Tim Williams,2010-08-09 It s not the best companies that prevail in the marketplace but rather the best brands The goal of business strategy is not just to be better but different Learn how to build a differentiating value proposition by clearly and carefully defining your brand boundaries Calling Competencies Customers and Culture Positioning for Professionals shows how a well defined value proposition can help professional service firms create their own success instead of copying the success of others including such concepts as How and why professional service brands become homogenized Why standing for everything is the same as standing for nothing Why there s no such thing as full service Deep and narrow as a strategic imperative Why it s better to be a profit leader than a market leader Differentiation and price premiums How to map your brand on the matrix of relevance and differentiation How to define a value proposition that will make your firm intensely appealing to the customers who want you for what you do best Based on the proven premise that the most profitable business strategy is not to aim at the center of the market but rather at the edges Positioning for Professionals is written for leaders managers and other senior executives of service companies in with a particular emphasis on professional service firms **Marketing for Rainmakers** Phil Fragasso,2008-07-28 It s one thing to be great at what you do but it s quite another thing to be able to convince customers of that fact If you re a professional service provider salesperson or independent contractor marketing is a critical ingredient in your company s success Marketing for Rainmakers presents a collection of fifty two business building loyalty inspiring marketing ideas for anyone who wants to increase their customer base improve customer relations and make more money doing what they love to do Inside you ll discover a wealth of tactics and strategies practical tips and real life examples guaranteed to help separate you from the competition and build profitable long term relationships with your clients Fully practical and applicable to your small business Marketing for Rainmakers shows you how to build a thriving professional practice using a marketing mindset based on intense customer focus Many professionals find marketing mysterious and tricky Few people truly understand it This book breaks good marketing down to its simplest goal to motivate people and shows you how to do just that In fact this straightforward marketing guide will turn you into a true marketing rainmaker that person who can motivate customers and build long lasting profitable relationships with them Step by step you ll learn to master the skills and attitude of a marketing rainmaker If you re driven to succeed Marketing for Rainmakers will show you how to make the most of every marketing opportunity and approach every aspect of your business with true dedication to your customers Once you master the skills and attitude of a marketing rainmaker you ll bring in more customers than you know what to do with and keep them coming back for more **How the Markets Really Work** Joel Kurtzman,2002 Several years ago Joel Kurtzman was covering a meeting between a group of Russian economists and politicians and some of America

s best thinkers from business and academia The Russians were trying to get a handle on exactly who was in charge of the markets and how long the founder of a failed start up would be sentenced to jail It s easy to see why Joel s Russian friends were befuddled But how many of us really understand how the markets work despite the fact that we live and work in a society that practically worships the market as a religion And when people today are investing more money in mutual funds than in banks this can be a problem The markets are big complex and completely unforgiving If you make a major mistake you risk losing a major amount of money That s why it s vital to peel back the layers of mystery shrouding the markets In *How the Markets Really Work* Joel Kurtzman provides a lucid explanation of one of the fundamental forces shaping our lives In clear accessible language Kurtzman explains How markets which are so vital to the world s economies are able to function without any central control How they create wealth and spread the risk of the world s most uncertain but potentially lucrative bets How markets package and resell debt connect financial institutions and set prices Why volatility has increased and what this means for the boom and bust of investing Kurtzman illuminates the musty corners of the markets showing how the system is both a single network linked together globally and a highly coordinated dance of free wheeling unchoreographed dancers that constitutes a massive social mechanism for layingoff some of the world s riskier bets He explains the kinds of products that traders trade within the network stocks bonds options etc how money circulates within the network and how banks fit into the global network This is a book that will help you think strategically about investing If you understand the markets and the instruments and vehicles that are traded on those markets before thinking about individual stocks and mutual funds you ll be a smarter savvier investor The Crown Business Briefings series offers an appealing solution to the dilemma of today s business audience how to keep up with the rapid pace of change in knowledge while leading time crunched lives The series features short books on important topics of immediate and measurable benefit to today s broad audience of business readers

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