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Lotus 1 2 3 For Marketing And Sales

David Kirk



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Schnaars systematically examines 28 detailed case histories from light beer to commercial jet liners in which imitators such as Anheuser Busch and Boeing prevailed over pioneers. He describes the marketing wars, court battles and even personal vendettas that often resulted and shows that imitators have several clear advantages. Pioneers are forced to spend heavily on both product and market development. They also risk making costly mistakes. Pioneers often aid in their own destruction, thrown into confusion by rapid growth, internal bickering and the never-ending search for expansion capital. Moreover, imitators do not have to risk expensive start-up costs or pursuing a market that does not exist, enabling them to quickly outmaneuver pioneers once the market is finally shaped. By patiently waiting on the sidelines while the innovator makes the mistakes, imitators can also usurp benefits from the test of time: major defects in the product having been removed by the pioneer at an earlier stage in the game. Schnaars discusses the three basic strategies that successful imitators such as Microsoft, American Express and Pepsi have used to dominate markets pioneered by others. First, some imitators sell lower-priced generic versions of the pioneer's product once it becomes popular, as Bic did with ballpoint pens. Second, some firms imitate and improve upon the pioneer's product, for example WordPerfect in the case of word processing software. Third, building on their capital distribution and marketing advantages that smaller pioneers cannot hope to match, imitators use the most prevalent strategy of all: bullying their way into a pioneer's market on sheer power. In several cases, a one-two punch or combination of strategies is often utilized by the imitator to remove any doubt regarding their dominance in the market and in the eyes of the public. Schnaars concludes that the benefits of pioneering have been oversold and that imitation compels recognition as a legitimate marketing strategy. It should be as much a part of a company's strategic arsenal as strategies for innovation.

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Engines That Move Markets, Alasdair Nairn, 2018. Find the most lucrative markets of the future by looking to the past. Some of the biggest technological innovations in the world have followed similar market and

social patterns scepticism is replaced by enthusiasm venture capital is supplied many companies are started and their stocks rise But as the technology is developed and financial reality sets in companies disappear stocks collapse and naive investors lose money Through exhaustive research Alasdair Nairn captures this pattern and examines the impact that some of the greatest technological inventions of the past 200 years have had on financial markets and investors fortunes Each chapter explores a different technological innovation and provides valuable insights on how to apply these lessons to appraise the new technology companies of the future Some of the key historical episodes examined include electric light and its commercial exploitation the railway boom in Britain and the United States the development of the automobile industry the discovery and early development of crude oil the rise of the PC the wireless world the Internet and dotcom bubble Don't be left behind when the next technological innovation revolutionises the market With *Engines That Move Markets* you'll learn how to recognise the familiar patterns unfolding in today's economy so you can profit from these market shaping events

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