《隐藏的价值:发掘利润增长新途径 Where Value Hides: A New Way to》

书籍信息

版次:1 页数:280 字数:

印刷时间:2006年10月01日

开本:

纸 张:胶版纸 包 装:精装 是否套装:否

国际标准书号ISBN: 9780470009208

内容简介

Where Value Hides introduces the Strategic Market Positioning theory, which accurately reveals a company 's true health based on factors like market share. SMP helps your business define its markets, measure the real value of those markets, and correct bad assumptions. This book uses real-life examples to explain how to use SMP to directly and positively impact corporate health and profits.

作者简介:

STUART E. JACKSON is a senior partner with L.E.K. Consulting, a global management consulting company, and is the supervisor of their Chicago office. Recently, he opened the firm's first office in Japan. His clients have included Baxter, General Mills, GE, Yoplait, Shell, OfficeMax, MCA, and many other Fortune 500 companies.

目录

Acknowledgments

Introduction: Where Value Hides and Why it Matters

I: WHY PROFITABLE GROWTH IS SO HARD TO FIND

1 Where You Should Compete

2 Bigger May be Worse

3 Uncovering Where Value Hides

II:HOW TO USE STRATEGIC MARKET POSITION TO CHART YOUR BUSINESS

STRATEGY

4 Capturing Value

5 Doing Detective Work

6 Applying SMP to Sales and Marketing
III: KEY APPLICATIONS OF STRATEGIC MARKET POSITION

7 Using SMP to Find New Markets

8 SMP Strategies for Low-Growth or Low-Margin Businesses

9 When Do Acquisitions Make Sense?

Appendix: Guide to Information Sources for Competitive and Market Intelligence

Notes

Index

版权信息

本站所提供下载的PDF图书仅提供预览和简介,请支持正版图书。 更多资源请访问www.tushupdf.com