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Competitive Intelligence And Senior Management

Steven M. Shaker, Mark P. Gembicki



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businesses of all sizes and managers at every level Larry Kahaner explains the increasingly vital practice of competitive intelligence and how American companies can use it for success With a wealth of case studies Kahaner shows How to profile your competitors executives to unmask their decision making processes The line between legal and illegal or unethical activities How to protect your own company against your competitors intelligence operations COMPETITIVE INTELLIGENCE is a practical guide to turning raw information into priceless knowledge and winning business strategy Competitive Intelligence For the Competitive Edge Alan Dutka,2000-04-22 Get a Leg up on Your Closest Industry Rival With years of real world business experience behind him author Alan Dutka offers this compelling look at competitive intelligence the process of collecting analyzing and acting upon information about your competitors and the competitive environment and how it can improve your company s bottom line and give you a leading edge Taking a true practitioner s approach Competitive Intelligence for the Competitive Edge shows you how to integrate your business s operations particularly marketing advertising and strategic planning with the latest competitive intelligence techniques in order to achieve positive results in all areas The author also Reviews the latest tools and techniques for data gathering storage and analysis Provides helpful insight on information interpretation and dissemination of intelligence within a corporate structure Includes numerous real life examples of using competitive intelligence techniques in actual business situations Offers important information on obtaining competitive intelligence information for the global marketplace Provides a list of resources for competitive intelligence information Competitive Intelligence for the Competitive Edge is a must have for any business professional interested in launching a successful competitive intelligence program About the Author Alan Dutka is President of National Survey Research Center a marketing and opinion research company based in Cleveland Ohio He is a frequent lecturer for the American Marketing Association and for the Society for Competitive Intelligence Mr Dutka s other published titles include State of the Art Marketing Research second edition with Al Blankenship and The AMA Handbook for Customer Satisfaction

Competitive Intelligence and Global Business David L. Blenkhorn,Craig S. Fleisher,2005-01-30 Competitive intelligence CI is the practice of gathering and analyzing information about competitors in order to gain an edge in the marketplace or by shoring up one s own company s defenses prior to an anticipated assault The stakes are even higher in a global environment where the potential risks and rewards are amplified This volume explores emerging trends that affect and influence CI today such as the impact of digital commerce the effects of interest groups and new laws governing the practice of CI across borders This book illustrates how CI is conducted around the world and highlights the ways in which practicing CI globally is fundamentally different from doing so in a static one country context The authors offer fresh insights and recommendations for CI specialists strategic planners and executives marketers and product developers and anyone studying competition and strategy Competitive intelligence CI is the practice of gathering and analyzing information about competitors in order to gain an edge in the marketplace for example by anticipating their next moves and beating them to the punch or by shoring up one

s own company s defenses prior to an anticipated assault The stakes are even higher in a global environment where the potential risks and rewards are amplified This volume explores emerging trends that affect and influence CI today such as the impact of digital commerce which enhances the speed with which products and services can be delivered around the world as well as the speed with which competitors can surprise you the effects of interest groups such as those advocating environmental protections which can tilt the playing fields and new laws governing the practice of CI across borders In this book contributions from researchers scholars and practitioners specializing in competitive intelligence reveal the most current practices in the field In depth analysis of emerging approaches to CI in North America South America Europe and Asia and in industries across the spectrum from pharmaceuticals to automotive supply chains highlight the ways in which practicing CI globally is fundamentally different from doing so in a static one country context The authors offer fresh insights and recommendations for CI specialists strategic planners and executives marketers and product developers and anyone studying competition and strategy

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better book this is the first guidebook on competitive intelligence that uses case studies to provide behind the scenes insights into how professionals improve competitive intelligence processes All organizations need to stay competitive in their respective fields to ensure success Competitive intelligence CI is an established discipline that focuses on giving businesses and nonprofit organizations the advantage of staying fully informed about what their competitors are doing are capable of doing and will likely do CI is a particularly valuable and powerful tool that supports everything from strategic planning to marketing and new business development to human resources if it s executed properly This groundbreaking book uses real

world case studies to expose common CI challenges and present a simple methodology for spotting problems understanding how to rectify each problem educating others in order to bring about improvements in a process and testing and validating that the changes are working Competitive Intelligence Rescue Getting It Right provides invaluable insights from Carolyn M Vella and John J McGonagle two of the most prolific authors recognized experts and in demand speakers on the topic of competitive intelligence worldwide Any manager executive or owner of any organization including medium sized and large enterprises such as businesses law firms hospitals nonprofits and universities as well as anyone inside or outside of a firm who provides competitive intelligence to managers or executives will benefit from reading this book regardless of previous experience with or knowledge about CI **Competitive Intelligence** Larry Kahaner,1996 The cutting edge management tool of the nineties this is the first guide to turning crude information into priceless information An indispensable map to a competitive new world this is a practical handbook for turning knowledge into power Includes 40 charts and tables

Competitive Intelligence Advantage Seena Sharp,2009-10-01 A practical introduction to the necessity of competitive intelligence for smarter business decisions from a leading CI expert and speaker In Competitive Intelligence Advantage Seena Sharp founder of one of the first Competitive Intelligence firms in the US provides her expert analysis on the issues and benefits of CI for today s businesses CI is critical for making smarter business decisions and reducing risks when formulating strategies leading to more profits and fewer mistakes This is a practical guide that explains what CI is why data is not intelligence why competitor intelligence is a weak sibling to competitive intelligence when to use it how to find the most useful information and turn it into actual intelligence and how to present findings in the most convincing manner Importantly Sharp argues that businesses would benefit from shifting their perspective on CI from viewing it as a cost to viewing it as an investment that saves money and provides immediate value Author Seena Sharp is a noted CI expert who established Sharp Market Intelligence in 1979 Addresses all the most common myths and misconceptions about CI Includes more than sixty examples of when to use CI Completely explains the ins and outs of CI and why your company will act faster and more aggressively with CI Competitive intelligence is a management tool that is misunderstood and underestimated yet results in numerous benefits If you are a senior level executive or operate a business and you aren t tapping the power of CI to improve your decision making you are missing a potent advantage **Competitive Intelligence** Robert Salmon,Yolaine de Linares,1999 This work takes the notion of economic business intelligence and broadens it into the concept of competitive intelligence It argues that today s firms should not rely on available economic data but scan the environment for everything going on around them to include intangible factors

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