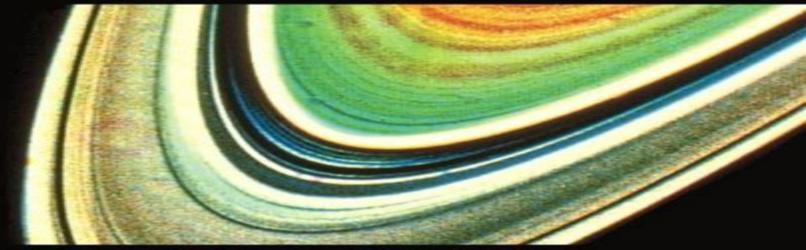
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EXPAND YOUR MARKET WITHOUT ABANDONING YOUR ROOTS



CHRIS ZOOK

Author of Profit from the Core

Beyond The Core Expand Your Market Without Abandoning Your Roots

Arthur V. Hill

Beyond The Core Expand Your Market Without Abandoning Your Roots:

Beyond the Core Chris Zook, 2003-11-13 All companies must grow to survive but only one in five growth strategies succeeds In Profit from the Core strategy expert Chris Zook revealed how to grow profitably by focusing on and achieving full potential in the core business But what happens when your core business provides insufficient new growth or even hits the wall In Beyond the Core Zook outlines an expansion strategy based on putting together combinations of adjacency moves into areas away from but related to the core business such as new product lines or new channels of distribution These sequences of moves carry less risk than diversification yet they can create enormous competitive advantage because they stem directly from what the company already knows and does best Based on extensive research on the growth patterns of thousands of companies worldwide including CEO interviews with 25 top performers in adjacency growth Beyond the Core 1 identifies the adjacency pattern that most dramatically increases the odds of success relentless repeatability 2 offers a systematic approach for choosing among a range of possible adjacency moves and 3 shows how to time adjacency moves during a variety of typical business situations Beyond the Core shows how to find and leverage the best avenues for growth without damaging the heart of the firm **Beyond the Core** Chris Zook,2004 This work shows executives how to grow profitably by finding and focusing on their core business It shows how they can increase the odds of successful expansion once their core business no longer provides sufficient new growth The ^AFast Path to Corporate Growth Marc H. Mever, 2007-06-04 Internally generated growth accomplished thorugh product line renewal and new service development is essential to the long term vitality of business across industries The Fast Path to Corporate Growth takes on the challenge large corporations face in developing new product lines that address new market applications and provide new streams of revenue Illustrating the author's framework for generating enterprise growth with in depth examples of companies including IBM Honda and Mars the book shows how to leverage core technologies to new markets and to new uses Many of these examples contain templates that readers can use in their own projects This comprehensive guide to growth will appeal to R D practitioners new business development strategists product managers and to students in engineering management innovation management and Configuring the Field of Character and Entertainment Licensing Avi Santo, 2022-12-23 This corporate strategy book examines the creative impact of licensing on the entertainment industry how licensing practitioners occupational disposition is formed and the role licensing professionals play in managing the circulation of intellectual property Offering a study of the spatial logics and fantasies employed by the licensing field via its annual trade show the Licensing Expo this volume investigates how space and place are instrumental in both fortifying and exposing the political economic infrastructural as well as ideological structures that constrain and enable participation in the licensing field Further supplemented by participant observation and interviews with 23 industry professionals the book explores how the licensing field understands its increasingly central role in the entertainment industry s operations and how it responds to changes in

retail environments digital platforms and international markets phenomena which have required a recalibration of the field s occupational identity. An exploration of an understudied aspect of the entertainment industry this book will primarily appeal to scholars within media studies and those studying media industries media franchises and media work cultures. It will also be of interest to people studying consumer culture brand culture advertising organizational communication as well as fan cultures. Bain & Company WetFeet,2009 Mastering the Merger David Harding, Sam Rovit, 2004-11-04 Today s corporate deal makers face a conundrum Though 70% of major acquisitions fail it s nearly impossible to build a world class company without doing deals. In Mastering the Merger David Harding and Sam Rovit argue that a laserlike focus on just four key imperatives before executives finalize the deal can dramatically improve the odds of M 2 determining which deals to close and when to walk away 3 identifying where to integrate and where not to and 4 developing contingency plans for when deals inevitably stray Top deal makers also favor a succession of smaller deals over complex megamergers and essentially institutionalize a success formula over time Helping executives zero in on what matters most in the complex world of M A Mastering the Merger offers a blueprint for the decisions and strategies that will beat the odds

Financial Executive, 2004

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