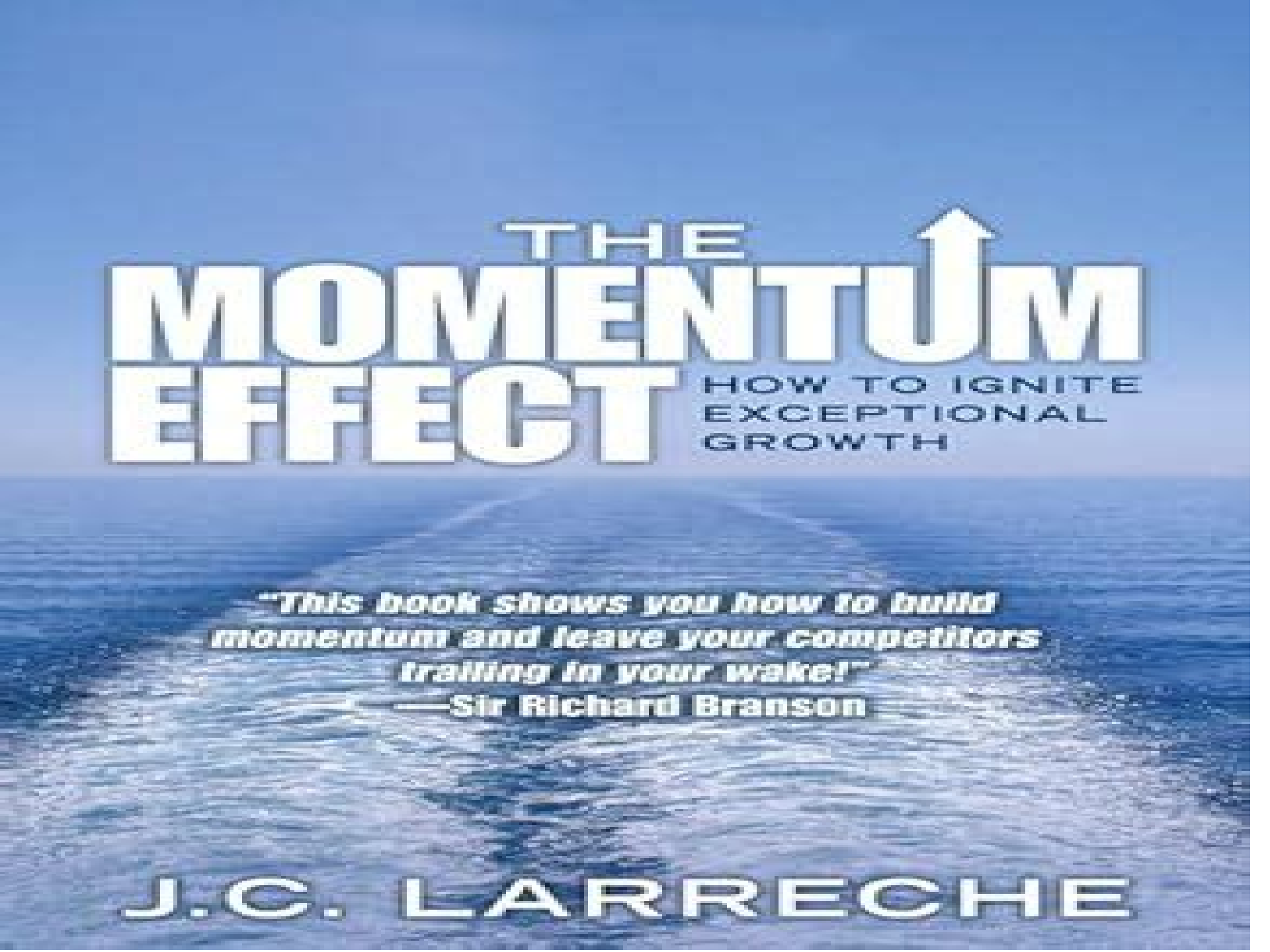




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The Momentum Effect How To Ignite Exceptional Growth

Raymond Opdenakker, Carin Cuypers



The Momentum Effect How To Ignite Exceptional Growth:

The Momentum Effect J. C. Larreche,2008 **The Momentum Effect ePub** Jean Claud Larreche,2013-10-03 One of the most frequent challenges that managers and executives face today is How do I keep on growing and at the same time make a profit Based on the author s extensive research on over 350 Fortune 1000 Firms The Momentum Effect proves that the old method of spending big on marketing and slashing the manufacturing costs doesn t work anymore Instead it provides new evidence to show that in order to achieve profitable growth you have to create new value for customers through innovation ingenuity and most importantly by seeing things from a customer perspective This strategy generates a positive reinforcing momentum which leads to further growth Why limit your business growth With Momentum you won t have to

The Momentum Effect ,2008 *Effective Virtual Project Teams* Raymond Opdenakker,Carin Cuypers,2019-07-23 Collaborating in virtual teams is a new reality in modern project management and work environments Its emergence calls for an extensive analysis and re alignment on the part of organizations so as to help virtual teams maintain strategic momentum a concept that this book introduces Strategic momentum represents perseverance with regard to pursuing a virtual team s strategy a flywheel concept that drives the team members to concentrate on the project tasks until they have reached their shared goal The authors present a design science based model together with an in depth qualitative study involving eight virtual R D project teams In this model strategic momentum is assessed in terms of empowerment team task insight and collective commitment These three determinants can be promoted and sustained by various contextual factors and interventions on the part of the management The authors also provide a wealth of practical tips to help practitioners and consultants generate and sustain strategic momentum in their own contexts when working with virtual teams The Oxford Handbook of Organizational Change and Innovation Marshall Scott Poole,Andrew Van de Ven,2021-05-20 Organizational change and innovation are central and enduring issues in management theory and practice Dramatic changes in population demographics technology competitive survival and social economic and environmental health and sustainability concerns means the need to understand how organizations respond to these shifts through change and innovation has never been greater Why and what organizations change is generally well known how organizations change is therefore the central focus of this Handbook It focuses on processes of change or the sequence of events in which organizational characteristics and activities change and develop over time and the factors that influence these processes with the organization as the central unit of analysis Across the diverse and wide ranging contributions three central questions evolve what is the nature of change and process what are the key concepts and models for understanding organization change and innovation and how should we study change and innovation This Handbook presents critical evolving scholarship from leading experts across a range of disciplines and explores its implications for future research and practice Challenge to Opportunity: Mastering Change in Today's Business and Life Shyama Prasad Goswami ,2025-03-26 Why Chasing Success Nearly Cost Me Everything

and How I Found My Way Back In 2018 it all caught up with me It was my 29th year of traveling and leading businesses in numerous countries Physically and mentally I hit a wall My health deteriorated rapidly and mentally I was a shadow of my former self That was my wake up call The experience made me curious to learn the missing link I discovered how blissfully I was coming on my way to lead businesses and life How everyday choices matter Challenges transform into opportunities for massive success once we grasp the mechanisms principles and processes leading us to discover a whole new world To your success

From Little's Law to Marketing Science John R. Hauser, Glen L. Urban, 2016-01-15 The legacy of a pioneer in operations research and marketing science

The Leaders Competencies Dr. Gregory L. Cruell, 2012-04-11 This 3rd and final book of the Ethnos Leadership Process contains the 4 sessions of the competencies module or The Investment is Worth It Competence is the capacity to function in one's profession successfully and efficiently It includes a combination of knowledge basic requirements capabilities skills abilities behavior and attitude The competent leader also understands the responsibility to pass the baton of leadership by authentic and not casual mentoring of others The competent leader is on a never ending quest of proficiency and mastery of his or her profession for the sake of mentoring others It is this drive and motivation that has proven to be the key to personal and organizational legacy

Spending Advertising Money in the Digital Age Hamish Pringle, Jim Marshall, 2011-12-03 Seismic changes are occurring in the world of advertising due to the inexorable rise of new technologies and the way consumers are using new media These changes in behaviour are challenging accepted ways of using the media to build brands Based on data from the IPA Effectiveness Awards databank and from IPA TouchPoints the world's first customer centric media habits survey plus research from Nielsen and Millward Brown the authors propose a new model F A I P A for media and communications planning This model describes how to select the right media channel to promote a brand from the many that are now available and if you are employing a range of bought owned and earned media which to concentrate on and how to allocate the budget between them Spending Advertising Money in the Digital Age also has contributions from leading figures in the media industry and contains many examples of top campaigns with demonstrable results in the marketplace

Improving Maths and English in Further Education: A Practical Guide Jonathan Kay, 2021-06-04 Improving Maths and English in Further Education provides a strategic practical and easily applied toolkit for teachers and leaders as they work with students to gain core skills The book highlights the unique challenges that are faced within the sector and the value of embedding college wide literacy and numeracy for success providing a range of strategies to resolve challenges Structured to make sure that there is always an alternative approach method or suggestion the book allows the reader to choose the steps that suit their context best Each chapter looks at the key priorities Identifies a range of potential solutions to a challenge faced in FE Acknowledges potential implementation pitfalls and remedies Suggests practical takeaways key considerations and next steps Teachers and staff within further and Post 16 education will find this an essential resource for supporting students studying maths and English Teachers and

leaders from curriculum areas across the sector will find scenarios and anecdotes that resonate in this book timetabling accountability motivation a must read Catherine Sezen Senior Policy Manager FE This is an interesting and engaging read from Jonny who has produced a book that brings together contemporary educational literature with a personal and honest take on leading and teaching English and Maths in FE Steven Wallis Executive Director Quality NCG This book caters for the many different voices people and characters in FE it does exactly what it says on the tin It will give you all the tools for a great job with an evidence base to boot Julia Smith tessmaths Jonathan Kay has managed and led English and maths departments in Further Education since 2017 as well as working as consultant for the Association of Colleges and Lead English Expert and examiner for a leading exam board Jonathan has also previously worked as an English teacher 2nd in Department and Head of English in a range of Secondary schools Grow by Focusing on What Matters Joel E. Urbany, 2011-01-29 Growth and competitive advantage are about effective positioning Building effective positioning is challenging today for firms facing new and stronger competition volatile and uncertain markets and shifting customer desires and demands The 3 Circle Model facilitates speed of understanding and action by focusing attention on the most critical strategy concepts in this uncertain environment Growth strategy emerges in the model from systematically addressing four key strategy directives in a deep and disciplined way define build and defend the unique value you create for customers correct eliminate or reveal value that is failing customers or of which they are not aware potentially neutralize the unique value created for customers by competitors explore and exploit new growth opportunities through deep understanding of customers unmet needs *The 4 A's of Marketing* Jagdish Sheth, Rajendra Sisodia, 2012-04-23 The authors present a powerful and tested approach that helps managers see a business's every action through the eyes of its customers This approach is organized around the values that matter most to customers Acceptability Affordability Accessibility and Awareness Taken together these attributes are called the 4A's The 4A framework derives from a customer value perspective based on the four distinct roles that customers play in the market seekers selectors payers and users For a marketing campaign to succeed it must achieve high marks on all four A's using a blend of marketing and non marketing resources The 4A framework helps companies create value for customers by identifying exactly what they want and need as well as by uncovering new wants and needs For example none of us knew we needed an iPad until Apple created it That means not only ensuring that customers are aware of the product but also ensuring that the product is affordable accessible and acceptable to them Throughout this book the authors demonstrate how looking at the world through the 4A lens helps companies avoid marketing myopia an excessive focus on the product as well as managerial myopia an excessive focus on process In fact it is a powerful way to operationalize the marketing concept it enables managers to look at the world through the customer's eyes This ability has become an absolute necessity for success in today's hyper competitive marketplace *Business* Bloomsbury Publishing, 2011-06-06 An international bestseller BUSINESS The Ultimate Resource is a one stop reference and interactive

tool covering all aspects of today's world of work Unique authoritative and wide ranging it offers practical and strategic advice for anyone doing business today Written with a team of world class writers and editors it is an essential desk reference for managers MBA and business students and for small business owners worldwide Fully updated and revised for this new edition BUSINESS features Best Practice over 170 essays from a stellar cast of business thought leaders including C K Prahalad Gary Hamel and John Kotter Actionlists practical solutions to everyday business challenges Management Library time saving digests of more than 100 of the world's best business books Dictionary jargon free definitions of more than 7 000 terms Giants revised biographies of many of the world's most influential gurus and pioneers *Ringtone* Yves L. Doz, Keeley Wilson, 2018 This book recounts one of the greatest and most spectacular business successes and downfalls in history that of Nokia in mobile phones The analysis of Nokia's story distills more general observations and learning points for leaders of other corporations management scholars and students **Value-based Marketing** Peter Doyle, 2009-08-27 This book provides a clear practical introduction to shareholder value analysis for the marketing professional It gives them the tools to develop the marketing strategies that will create the most value for business For top management and CFOs the book explains how marketing generates shareholder value It shows how top management should evaluate strategies and stimulate more effective and relevant marketing in their companies The original essence of the first edition has been maintained but obvious areas have been updated and revised as well as new areas such as technology have been addressed The second edition of this book has been written by a ghost writer who has fully updated enhanced and replaced statistics case studies and other outdated content with the help of a select advisory panel each of whom has acted as a subject expert a guide and as part of a steering committee The highly prestigious panels of contributors include Jean Claude Larrière INSEAD Veronica Wong Aston Business School John Quelch Harvard Business School Susan Hart Strathclyde Graduate Business School SGBS Michael Baker Emeritus Professor SGBS Tim Ambler London Business School Tony Cram Ashridge Table of Contents PART I Principles of Value Creation 1 Marketing and Shareholder Value 2 The Shareholder Value Approach 3 The Marketing Value Driver 4 The Growth Imperative PART II Developing High Value Strategies 5 Strategic Position Assessment 6 Value Based Marketing Strategy PART III Implementing High Value Strategies 7 Building Brands 8 Pricing for Value 9 Value Based Communications 10 Value Based Marketing in the Digital Age *Value Capture Selling* Jean-Claude Larrière, 2023-10-31 The sales book of the decade Selling Power magazine Value Capture Selling is the first book to directly address one of the most destructive shortcomings in sales organizations today Author JC Larrière's approach is so innovative that Selling Power magazine named it The sales book of the decade For years sales professionals have focused on creating value for their customers the first phase in selling However in today's fast moving world of business that is just not enough Under increased financial pressure businesses today are being pushed to move to an emphasis on the second phase of selling the capture of corporate value However as all too many business leaders are finding out to their great dismay sales professionals have not

been trained in the techniques for the capture of corporate value and they are at the mercy of very well trained and tough professional buyers Value Capture Selling is the first book to address this gap It is specifically designed to provide sales professionals both veteran and new alike with a complete roadmap for making the transition from value selling to value capture selling including Why the creation of corporate value short medium and long term is essential for the firm and its internal and external partners How to master the key drivers of corporate value profitability market share and customer satisfaction How to prepare for value capture How to frame strategies and tactics for value capture How to close deals for higher corporate value capture Value capture selling is the current challenge for corporations and sales professionals everywhere making the transition from a revenue objective to a focus on corporate value This requires a fundamental shift from a strong belief that bigger is better to a new creed that richer is better It is what JC Larreche professor emeritus at INSEAD and an expert on sustainable value creation calls the 3rd Sales Transformation In a future marked by escalating financial pressures the significance of value capture will only grow and in Value Capture Selling JC Larreche provides sales professionals everywhere with the tools they need to become masters at this new art Praise for Value Capture Selling Most sales forces focus only on revenue not value capture Larreche s book can help you make the necessary transition If you are in Sales read it because the data revolution is increasing scrutiny from Finance and others in your firm about how selling efforts build or destroy enterprise value And if you are a C Suite executive read it carefully because selling affects core elements of value creation Frank Cespedes Harvard Business School author of Aligning Strategy and Sales and Sales Management That Works Value Capture Selling is a very compelling and complete work that illustrates well the challenges of the transition from product value to corporate value both for the customer and for the supplier JC Larreche lays out a powerful framework for any sales professional anywhere to win in this new world of selling Laurent Beraza Director UK Germany France Microsoft Solutions Support Sales Value Capture Selling gives us the powerful insights required to capture more value for our company while keeping the customer at the center right where they belong Anna Campagna Sr Director Global Sales HEINEKEN

What Great Brands Do Denise Lee Yohn, 2014-01-07 Discover proven strategies for building powerful world class brands It s tempting to believe that brands like Apple Nike and Zappos achieved their iconic statuses because of serendipity an unattainable magic formula or even the genius of a single visionary leader However these companies all adopted specific approaches and principles that transformed their ordinary brands into industry leaders In other words great brands can be built and Denise Lee Yohn knows exactly how to do it Delivering a fresh perspective Yohn s *What Great Brands Do* teaches an innovative brand as business strategy that enhances brand identity while boosting profit margins improving company culture and creating stronger stakeholder relationships Drawing from twenty five years of consulting work with such top brands as Frito Lay Sony Nautica and Burger King Yohn explains key principles of her brand as business strategy Reveals the seven key principles that the world s best brands consistently implement Presents case studies that explore the

brand building successes and failures of companies of all sizes including IBM Lululemon Chipotle Mexican Grill and other remarkable brands Provides tools and strategies that organizations can start using right away Filled with targeted guidance for CEOs COOs entrepreneurs and other organization leaders What Great Brands Do is an essential blueprint for launching any brand to meteoric heights Looking Beyond the Runway Professor Nawal K Taneja,2012-10-01 The global airline industry facing significant changes and discontinuity is prompted and forced to deal with a new normal Who would have imagined a few years ago that a significant percentage of consumers in the US now prefer to fly low cost airlines instead of full service airlines because they perceive the product to be better airlines would generate up to a third of their total income from non ticket revenue many low cost airlines would add complexity to their original simple business models through the development of code share agreements the use of global distribution systems and travel agents to distribute their seats Jetstar a low cost subsidiary of Qantas would grow faster and be more profitable than its parent a survey carried out by Ryanair would show that 42 percent of passengers would be willing to stand on short one hour flights if they could pay 50 percent less than seated passengers passengers could pay as little as US 2 000 for a transatlantic Business Class ticket on top brand airlines Lufthansa would have ownership in airlines based in Austria Belgium Italy Switzerland Turkey the UK and the US and that it would continue to pursue equity ownership in airlines based in Poland and Scandinavia or the Japanese and Canadian governments would struggle to find different ways to bail out their heretofore flag carriers To deal with this upcoming new normal airlines have to go beyond their short term circumstantial strategies they need strategic renewal of their ageing business model In this candidly written book Nawal Taneja explains what will separate the winners from the losers He maintains the leaders will be the airlines that 1 exploit this crisis driven change to their best advantage 2 learn to work around the airline inherent constraints that prevent them from running their businesses just like other businesses 3 learn from successes and failures of other global enterprises 4 sharpen their business intelligence analytics and strategic agility and 5 proactively explore the pockets of growth in this emerging markets century To help airline executives become informed of new competitive games the author analyzes numerous business sectors such as auto hospitality retail technology and entertainment For example relevant lessons can be learned from the strategic mistakes made by the US automakers Likewise emergent and compelling insights can be gained in superior customer experience from Ritz Carlton and Zappos and in value creating innovation from Cirque du Soleil and Zipcar The book also features a multitude of forewords from airlines and related businesses to provide readers with multiple perspectives on the changing landscape in the global airline industry Nawal Taneja is a career analyst of the global airline industry with wide ranging experience in the aviation industry academia and public policy Encouraged by industry executives he has written five other books for practitioners in the global airline industry including FASTEN YOUR SEATBELT The Passenger is Flying the Plane and Flying Ahead of the Airplane

Creative Cost-Benefits Reinvention C. Dussart,2015-10-14 This book puts the commoditization phenomenon under the

microscope laying out an economic analysis followed by solutions and strategic recommendations Using concrete examples this book will help to change businesses approach by acting not only on the economic analysis presented but also on the diagnosis of commoditization and the recommendations for creation of customer value The common thread throughout this approach is the obsession with customer satisfaction the search for a fair balance between the long and short term and the will to reinvent business models by harnessing innovation

Financial Environment and Business Development

Mehmet Huseyin Bilgin,Hakan Danis,Ender Demir,Ugur Can,2016-08-16 This volume focuses on the latest findings concerning financial environment research and the effects on business Major topics addressed range from finance driven globalization contagion risk transmission financial sustainability and bank efficiency to oil price shocks and spot prices research Further topics include family business business valuation public sector development and business organization in the globalized environment This book features selected peer reviewed articles from the 16th EBES conference in Istanbul where over 270 papers were presented by 478 researchers from 56 countries

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