

SHARKONOMICS

HOW TO ATTACK MARKET LEADERS

"A stimulating read!"

— Prof. Philip Kotler

STEFAN ENGESETH

How To Attack Market Leaders Sharkonomics

Stefan Engeseth



How To Attack Market Leaders Sharkonomics:

Sharkonomics Stefan Engeseth,2012 How to compete and win market share using the strategies of sharks Ten ways inspired by the way of the shark to gain market share for companies of any size Offers inspiring and original perspective on competing in business and what we can learn from nature Sharks are nature s most revered and feared killing machines But if you study the behaviour of sharks you will learn they are also highly strategic and efficient in the way they survive and thrive in nature s competitive environment Inspired by the shark s evolved over 420 million years instincts and strategic moves this book provides businesses with 10 ways on how to attack the market leaders and take market share in your sector Move or Die Strike Unpredictably Timing is the Key Develop a Sensory System Hunt in Packs Locate the Blind Spots to Attack these are some of the key ways to make shark food out of market leaders Sharkonomics provides an inspiring perspective on competing in business and how companies of any size can create a presence for themselves in their market About the author Stefan Engeseth is one of Europe s most radical marketing thinkers and consultants He is the author of One and The Rise of PR and the Fall of Advertising and speaks and lectures regularly around the world **Sharkonomics** Stefan Engeseth,2012 Sharks are nature s most revered and feared killing machines But if you study the behaviour of sharks you will learn they are also highly strategic and efficient in the way they survive and thrive in nature s competitive environment Inspired by the shark s evolved over 420 million years instincts and strategic moves this book provides businesses with 10 ways on how to attack the market leaders and take market share in your sector Move or Die Strike Unpredictably Timing is the Key Develop a Sensory System Hunt in Packs Locate the Blind Spots to Attack these are some of the key ways to make shark food out of market leaders Sharkonomics provides an inspiring perspective on competing in business and how companies of any size can create a presence for themselves in their market **Sharkonomics** Stefan Engeseth,2020-04-07 Expanded and updated edition of the popular Sharkonomics How to gain market share for companies of any size Original perspective on competing in business and what we can learn from nature Written in a savvy and engaging style in the same vein as Seth Godin How Market Leaders Keep Their Edge Michael and Fred Wiersema Treacy,

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