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The Power of Unfair Advantage John L. Nesheim, 2005-05-31 A Silicon Valley veteran and author of the bestseller *High Tech Start Up* reveals the nature of unfair advantage that holy grail for every company the mysterious quality that separates successful businesses from the nine out of ten that fail and then shows how to create an unfair advantage build it into a business plan and use it to maximum effect Nesheim's first book originally self published during Silicon Valley's wild west days in the 1990s quickly moved from underground hit to business bestseller He witnessed the incredible highs and lows of the Internet bubble and he got an intimate look at why some companies weathered the storm while others went under Now in *The Power of Unfair Advantage* Nesheim shows you how to bring the pioneer spirit to your new enterprise whether you are starting a new company or trying to breathe new life into an old dog Unfair advantage is an enduring but often overlooked dynamic and a crucial aspect of any successful business endeavor To show you how to attain unfair advantage over your competitors he begins with a clear model Outsource everything you are not good at concentrate on those things that can be differentiated and strive for a unique consistent difference that cannot be copied Integrating these maxims with other essential elements he demonstrates with dozens of case studies how to orchestrate unfair advantage through marketing sales engineering and operations Unfair advantage can take many forms Pager maker RIM rocketed to the top of the mobile wireless email market with Blackberry by employing an unfair advantage that it alone possessed pager technology and pager infrastructure Alternately an unfair advantage can come from a unique relationship with a strategic alliance partner as when Flextronics pulled Handspring out of a life threatening crisis *The Power of Unfair Advantage* is an essential handbook for every manager who is responsible for introducing a new product or service and every entrepreneur and would be who plans to start a company Unfair advantage is here to stay learn how to lasso its power rise above the competition and build a flourishing long lasting business FCC Record United States. Federal Communications Commission, 2016 Electronics World, 2008 The Report: Sabah 2011, 2011 **Vibe**, 2008 **Brandweek**, 2009 **Popular Science**, 2006-05 Popular Science gives our readers the information and tools to improve their technology and their world The core belief that Popular Science and our readers share The future is going to be better and science and technology are the driving forces that will help make it better Business 2.0, 2003-07 *Adweek*, 2008 **Automotive Merchandising**, 1922 *Communications Regulation*, 2004 **Spokesman of the Carriage and Associate Trades**, 1916 *Information Technology for Management* Efraim Turban, 2006 Taking a practical managerial oriented approach this text stresses how information technology provides solutions to organisational problems and challenges and emphasises the innovative use of information technology The Accessory and Garage Journal, 1928 F & S Index United States Annual, 2007 **Dixie Highway**, 1924 **The Dixie Highway**, 1924 **India Today**, 2006 **Business Review Weekly**, 2004 **Surfer**, 2003

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