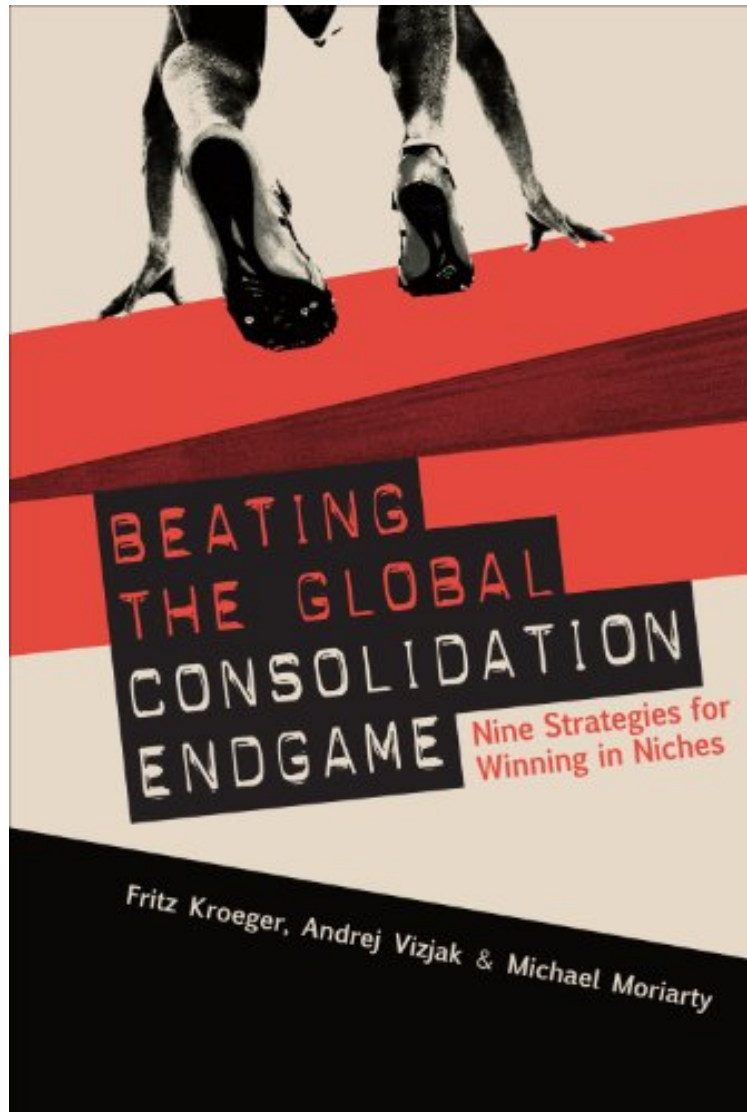


[Ebook free] Beating the Global Consolidation Endgame: Nine Strategies for Winning in Niches

Beating the Global Consolidation Endgame: Nine Strategies for Winning in Niches

Fritz Kroeger, Andrej Vizjak, Mike Moriarity
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As industries worldwide move toward consolidation, niche companies need to take advantage of strategies that are forward-thinking and anticipate new trends. *Beating the Global Consolidation Endgame* identifies nine key strategies that niche companies must master in order to outperform their markets and gain the largest benefits from consolidation. It draws from a landmark study conducted by global management consulting firm A.T. Kearney of more than 600,000 small to mid-sized niche companies over a 15-year period. A.T. Kearney thought leaders Dr. Fritz Kroeger, Dr. Andrej Vizjak, and Michael Moriarty reveal nine successful Endgame niche strategies while explaining how these strategies are most viable at certain points during consolidation. In order to time the strategies accurately, all decision makers must know what stage of industry consolidation they're in, along with the implications of each stage. This ensures a company's survival and success against global consolidators. Taking you through the Merger Endgame Theory lifecycle, the authors show you how to develop stable niche strategies by: Determining your industry's Endgame position and expected evolution of consolidation in coming years Identifying industry sectors with comparable models to illuminate strategic success factors for your sector Knowing the strengths and weaknesses of Endgame consolidation winners and losers Spotting potential market splits and new configurations for the value-creation chain Determining the best niche options and the best sequence for executing them These action steps are supported by case studies of leading companies around the world, including BMW, NetJets, Swatch, Ducati, and KPMG--which show how these niche fighters developed competitive advantage, survived market collapses, and delivered superior customer service while increasing their market share.

From the Back Cover
Your action plan for surviving industry consolidation To be capable of Beating the Global Consolidation Endgame-i.e., outperforming your markets and prospering as industries move ever faster toward consolidation-your company needs to take fate into its own hands if it is to survive and thrive. In this breakthrough book, thought leaders at the global management consulting firm A.T. Kearney reveal the nine key strategies niche companies must master to stand strong against the global consolidators. Drawing upon a landmark study conducted by A.T. Kearney of more than 600,000 public and private companies, they provide success models from leading organizations worldwide that demonstrate the implications of each stage of industry consolidation and the optimal timing of the nine strategies. "Rigorously researched, this book is a master plan for exploiting niche strategies and nurturing innovation."--Franjo Bobinac, Chief Executive Officer, Gorenje Group "Provocative and timely, *Beating the Global Consolidation Endgame* is an excellent resource for companies that want to compete with, and beat, the big guys."--Ziga Debeljak, Chief Executive Officer, Mercator Group
About the Author
Dr. Fritz Krouml;ger is partner and head of A.T. Kearney's European strategy practice. He is the author of eight books on restructuring, growth strategy, and merger integration, including *Winning the Merger Endgame* (McGraw-Hill, 2002). Dr. Andrej Vizjak is partner and managing director of A.T. Kearney's Eastern European operations. His consulting work has focused on MA growth, consolidation, and innovation. Mike Moriarty is partner and head of A.T. Kearney's North American consumer industries and retail practice. He has written extensively on global competitiveness, consumer trends and new markets.