



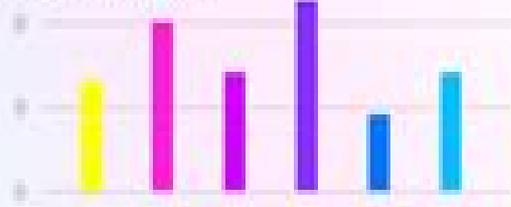
# Automated Competitive Intelligence



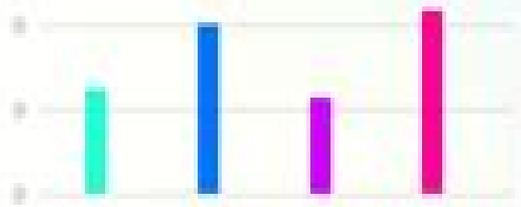
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# Competitor Intelligence

**James D. Underwood**



## **Competitor Intelligence:**

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*The New Competitor Intelligence* Leonard M. Fuld, 1994-12-06 How to find and use the up to the minute intelligence you need to win your fight for market share and glory How do I analyze a private company's true costs When does the competition plan to roll out its new product and in what quantity What are our customers long term strategies What new technologies or products does the competition have on its drawing boards The New Competitor Intelligence shows where you can get the answers to these and most other questions you have about what the competition is up to Learn through easy to use techniques how to analyze competitor information from the many print database and CD ROM sources described in this book Forget the Internet Fuld has created an intelligence gold mine that will help you get all the business information you will ever need Al Ries Chairman Trout Ries Coauthor of Marketing Warfare and Positioning The Battle for Your Mind A powerful and practical guide that will show any decision maker how to stay competitive in today's business world Herb Baum President and Chief Executive Officer Quaker State Motor Oil The New Competitor Intelligence unlocks the vaults of all the open secrets of your competitors Domenico A Fanelli Managing Director AMA International Management Centre Europe This book gives you practical effective benchmarking tools all within your reach and your budget Philip B Crosby Author of Quality Is Free and Completeness Quality for the 21st Century *Competitor Intelligence Manual and Guide* Kirk W. M. Tyson, 1990 Explains how to acquire legally and ethically information about the plans of competitors The book includes forms examples and checklists to help the reader apply techniques of information collection and exploitation Competitor Intelligence Leonard M. Flud, 1985 Brings together sophisticated intelligence gathering techniques and sources for keeping informed on the marketing activities and products of business competition Drawing on the author's years of research experience on assignment for top U S corporations it reveals both traditional and creative methods for obtaining detailed insider information such as marketing plans plant capacity distribution networks and more in an honest ethical way

**Business Competitor Intelligence** William Lane Sammon, Mark Kurland, Robert Spitalnic, 1984-05-14 Essays on management information systems to provide an evaluation of competition based on business practice in the USA discusses information needs for decision making and information sources considers applications to commodities consumers and international markets covers marketing financial aspects legal aspects etc References

**Proactive Intelligence** John J. McGonagle, Carolyn M. Vella, 2012-02-15 Traditionally tapping into the power of competitive intelligence CI meant investing in the development of an internal CI unit or hiring outside consultants who specialized in CI Proactive Intelligence The Successful Executive's Guide to Intelligence offers an alternative learn how to do it yourself and how to effectively manage the parts you cannot The tools and techniques that will enable you to produce your own CI for your consumption are out there and have been honed by decades of work But you cannot just adopt them you have to adapt them Why Because when you finish reading this book you will be the data collector the analyst and the end user Traditional CI is premised on a reactive two part relationship a CI professional responding to what an end user identifies as a need by doing this yourself you can turn CI from being reactive to being proactive As the decision maker you can get what CI you need when you need it and then use it almost seamlessly Written by two of the foremost experts on CI Proactive Intelligence The Successful Executive's Guide to Intelligence shows where and how CI can help you and your firm provides practical guidance on how to identify what CI you need how to find the data you need and how to analyze it and discusses how to apply CI to develop competitive and career advantages Each chapter is supported by important references as well as by an additional list of resources to support and supplement your knowledge Proactive Intelligence The Successful Executive's Guide to Intelligence teaches you how to generate proactive intelligence and use it to advance your business and your career making it an essential resource for managers and executives as well as everyone who wishes to integrate CI into their daily work routine *Perfectly Legal*

**Competitor Intelligence** Douglas Bernhardt, 1993 Competitive intelligence is the analytical process that transforms disaggregated market and competitor data into accurate relevant and actionable strategic information about competitors capabilities intentions performance and position

**Controversies in Competitive Intelligence** Craig S. Fleisher, David L. Blenkhorn, 2003-02-28 Chosen for their clear direct relevance to scholars and practitioners in the volatile field of competitive intelligence the 24 issues evaluated here represent the cutting edge of CI's most pressing concerns Current scholarly pragmatic and among the first of its kind this book presents the heart of the field in a way that even the relatively uninitiated can grasp and quickly apply The authors cover the latest technological advances and their relation to the tools most valued by CI professionals They also show that despite its enormous range of possibilities CI has limits Navigating the ever changing organizational and marketplace environments is difficult A key debate involves what should and shouldn't be done to maximize the beneficial power of CI Fleisher Blenkhorn and the book's contributors present the crucial points of this debate This book is perfect for practitioners seeking guidance but also as a supplemental text for students in such courses as

marketing strategy and planning business to business marketing and competitive intelligence itself [Encyclopedia of Library and Information Science](#) Allen Kent,1998-09-15 Adaptive Clustering of Hypermedia Documents to Using the World Wide Web at the Reference Desk

**Handbook of Business-to-Business Marketing** Lilien, Gary L.,Petersen, Andrew J.,Wuyts, Stefan,2022-07-15 This path breaking Handbook is targeted primarily at marketing academics and graduate students who want a comprehensive overview of the academic state of the business to business marketing domain It will also prove an invaluable resource for forward thinking business to business practitioners who want to be aware of the current state of knowledge in their domains

**Assessing Competitive Intelligence Software** France Bouthillier,Kathleen Shearer,2003 Value Addedness and Information Two Notions One Goal From Data to Knowledge The Notion of Value The Value Added Processes of Information Systems The Value Added Processes of Expert and Intelligent Systems A Conceptual Framework for Competitive Intelligence The Evolution of Competitive Intelligence Defining Competitive Intelligence Competitive Intelligence and Strategy The Competitive Intelligence Process Identification of CI Needs Acquisition of Competitive Information Organization Storage and Retrieval Analysis of Information Development of Intelligence Products Distribution of Intelligence Products Identifying the Value Added Processes of Competitive Intelligence Software Evaluating Information Technology Targeting the Value Added Dimensions Other Evaluation Criteria Overview of Competitive Intelligence Software Applications and Related Products A Typology of Technologies Identifying CI Technology CI Software Products Overview Evaluating Competitive Intelligence Software An Evaluation Guide Criteria and Questions Methodology Software Evaluation Identification of CI Needs Acquisition of Competitive Information Organization Storage and Retrieval Analysis of Information Development of CI Products Distribution of CI Products Global Assessment Conclusion Competitive Intelligence Technology Summary Implications and Trends Bibliography

**Competitive Intelligence Advantage** Seena Sharp,2009-10-19 A practical introduction to the necessity of competitive intelligence for smarter business decisions from a leading CI expert and speaker In Competitive Intelligence Advantage Seena Sharp founder of one of the first Competitive Intelligence firms in the US provides her expert analysis on the issues and benefits of CI for today s businesses CI is critical for making smarter business decisions and reducing risks when formulating strategies leading to more profits and fewer mistakes This is a practical guide that explains what CI is why data is not intelligence why competitor intelligence is a weak sibling to competitive intelligence when to use it how to find the most useful information and turn it into actual intelligence and how to present findings in the most convincing manner Importantly Sharp argues that businesses would benefit from shifting their perspective on CI from viewing it as a cost to viewing it as an investment that saves money and provides immediate value Author Seena Sharp is a noted CI expert who established Sharp Market Intelligence in 1979 Addresses all the most common myths and misconceptions about CI Includes more than sixty examples of when to use CI Completely explains the ins and outs of CI and why your company will act faster and more aggressively with CI Competitive intelligence

is a management tool that is misunderstood and underestimated yet results in numerous benefits If you are a senior level executive or operate a business and you aren t tapping the power of CI to improve your decision making you are missing a potent advantage

**Competitive Intelligence Advantage** Seena Sharp,2009-10-01 A practical introduction to the necessity of competitive intelligence for smarter business decisions from a leading CI expert and speaker In *Competitive Intelligence Advantage* Seena Sharp founder of one of the first Competitive Intelligence firms in the US provides her expert analysis on the issues and benefits of CI for today s businesses CI is critical for making smarter business decisions and reducing risks when formulating strategies leading to more profits and fewer mistakes This is a practical guide that explains what CI is why data is not intelligence why competitor intelligence is a weak sibling to competitive intelligence when to use it how to find the most useful information and turn it into actual intelligence and how to present findings in the most convincing manner Importantly Sharp argues that businesses would benefit from shifting their perspective on CI from viewing it as a cost to viewing it as an investment that saves money and provides immediate value Author Seena Sharp is a noted CI expert who established Sharp Market Intelligence in 1979 Addresses all the most common myths and misconceptions about CI Includes more than sixty examples of when to use CI Completely explains the ins and outs of CI and why your company will act faster and more aggressively with CI

*Competitive Intelligence For Dummies* James D. Underwood,2013-07-09 Make competitive intelligence part of your business practice and be on the cutting edge Competitive intelligence is the art of defining gathering analyzing and distributing intelligence about products customers competitors individuals concepts information ideas or data needed to support executives and managers in making strategic decisions for an organization *Competitive Intelligence For Dummies* introduces you to this fascinating subject and gives you the tools you need to incorporate it into your business decision making process Conducted within an organization competitive intelligence serves as a catalyst in planning and strategic growth It is part of the value chain that converts gathered data to actionable information that results in strategic decisions *Competitive Intelligence For Dummies* helps readers gather valuable information on the competition the operational environment and the target customer It also explains how to carefully analyze and use this information in decision making processes to gain market share and stay on the cutting edge of an industry Whether you are just starting a business venturing into new areas with your existing company or looking to gain ground on a key competitor *Competitive Intelligence For Dummies* gives you insight on how to gather valuable information on not only your competitors but on your market and key customer base Gets you up to speed on how to locate collect and process competitive intelligence Shows you how to carefully analyze competitive intelligence and disseminate it throughout your organization Illustrates how competitive intelligence can help you gain market share If you re

a business owner analyst manager or researcher Competitive Intelligence For Dummies gives you and your business an edge

**Competitor Intelligence** David Hussey, Per V. Jenster, 1999-01-26 **Competitor Intelligence Turning Analysis into Success** David Hussey and Per Jenster The seminal work of Michael Porter in the 1980s provided a conceptual basis to competitor analysis which has stood the test of time The emphasis of his work and of many books by other authors which followed it has been on the why and what of competitor analysis David Hussey and Per Jenster's book moves beyond this to the problems faced by organizations in applying the concepts at a practical level It shows how real companies can use competitor intelligence and analysis in real situations Three major strands are drawn out by this book which shows how to obtain competitor information in a legitimate way analyze information so that competitors can be better understood and strategic options explored develop ways of achieving competitive advantage which may move the organization ahead of others in the industry This book provides a comprehensive guide for marketing and planning practitioners managers and management consultants to enable them to improve the competitor information and intelligence available to their organizations and to use it to gain advantages over the competition The book goes beyond the broad concepts and gives practical advice on how to obtain and use the necessary information offers various analytical techniques and approaches and shows how to develop strategies for both attack and defence It includes numerous cameo examples a case history of how an organization undertook competitor analysis in an industry with little coherent published information worked examples of many of the methods suggested as well as a number of case studies of various industry situations The text builds on a sound conceptual foundation and draws heavily on the authors practical experience [The Secret Language of Competitive Intelligence](#) Leonard Fuld, 2010-04-21 **THE ART OF SMART** how not to get blindsided by the competition Your key competitor has a cost advantage and you can't for the life of you figure out why or how A new technology or competitor is on the horizon that will completely upset the applecart in your business as Google is now doing in advertising and Wal Mart has done in retailing You think a key competitor may drastically drop prices or perhaps roll out a significant new product What can you do to ascertain what their major moves will be Competitive intelligence the ability to see through or stay ahead of your competition is the unspoken hidden key to success It is the means to knowing a customer's strategic thinking a rival's cost structure when making a bid or a competitor's new product plans Much as in a game of chess you must think many moves ahead of your rivals exactly the advantage competitive intelligence can give you Leonard Fuld provides the tools to cut through the smoke screens and rumors that distort reality and shows How to avoid becoming your own worst enemy by removing blinders that can hide a competitor's threatening moves How to see your competitor's vulnerability and take advantage of the easily exploitable opportunities it presents How to run a war game to anticipate a rival's pricing moves new product introduction or distribution strategy and even to avoid being surprised by new entrants who play by different rules altogether For more than twenty five years Leonard Fuld has been developing groundbreaking ways for managers to stay two steps ahead of the

competition providing effective ways of finding out about pricing new product rollouts strategic alliances outsourcing and cost of operations In *The Secret Language of Competitive Intelligence* he shows how to take data that is widely available to everyone think critically about it and convert it into highly refined intelligence that leads to effective market based decisions

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