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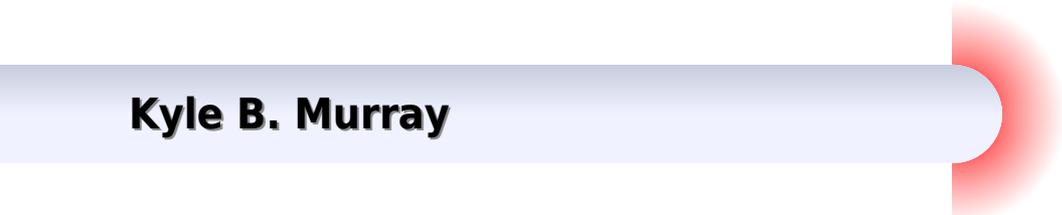
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Kyle B. Murray



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The American Retail Value Proposition Kyle B. Murray, 2016-01-01 The American economy is profoundly dependent on the success of its retailers and the strength of its consumer spending Yet how do leading retailers create value for their customers To a large extent this has been accomplished by streamlining operations and a decades long focus on cost cutting and price competitiveness Today retailers realize that they need to discover new ways to differentiate themselves and attract consumer spending The American Retail Value Proposition provides the framework for building that differentiation and establishing a competitive advantage that goes beyond price discounting This framework is based on more than a decade of research including hundreds of hours of interviews with executives from the world s leading retailers including Starbucks Walmart Apple Amazon and Lowe s Whether you are an aspiring merchant or an industry veteran this book s strategic framework will help you build a solid foundation for your business in today s ever evolving retail marketplace

In the Company of Sacred Cows Stephen Quesnelle, Geoff Smith, 2009-02-24 While 70% of all organizational change initiatives fail this one succeeded and improved telecom producer Mitel Corporations bottom line profitability by a factor of 40 Like many organizations Mitels entrenched processes procedures and policies its Sacred Cows had resulted in products that were slow getting to market When they did get to market many products had quality problems The sluggish company culture was also making it impossible for Mitel to face a looming technology shift and do battle with new brand of competitors who threatened to wipe the company out Authors Geoff Smith and Stephen Quesnelle were front and center driving the change that saved Mitel Geoff as the Vice President of Research and Development with 500 engineers reporting to him and Stephen as the Organizational Development OD professional partnered with Geoff to help lead the turnaround Refreshing and engaging this book tells how Geoff and Stephen met the challenge head on They used a behavior based leadership approach based on over 50 years of scientific research plus their own creative initiatives to kill the Sacred Cows More than a fascinating case study this book provides all the hard hitting lessons learned by the company by Geoff as the Change Champion and by Stephen as the Change Agent In the Company of Sacred Cows provides you with a framework for making organizational change in your company Whether your business is growing or shrinking this book provides you with a how to manual with the real life tools and techniques you need to meet rapidly changing business demands

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