

Competitive analysis framework

	Your Company	Competitor 1	Competitor 2
Product/service	SEO	SEO/Paid ads	SEO/Website design
Market share	25%	40%	35%
Growth	6%	12%	8%
Target audience	Dentists	Dentists	Dentists
Price structure	Monthly fee	Hourly	Project-based
Marketing strategies	Email/Blog	Email/Blog/ Social media	Social media/ Email/Paid ads
Customer satisfaction	★★★★	★★★★	★★★
Strengths	All-inclusive/ one fee	Brand visibility	Package deals
Weaknesses	Startup with less resources	Expensive	Questionable customer service
Key advantage	Strong values and mission	Industry leader	Highly skilled team

Business And Competitive Analysis Methods

Ensheng Dong



Business And Competitive Analysis Methods:

Strategic and Competitive Analysis Craig S. Fleisher, Babette E. Bensoussan, 2003 For Strategic Management courses This book examines the techniques involved in analyzing business and competitive data and information including environmental analysis industry analysis competitor analysis and temporal analysis models **Business and Competitive Analysis** Craig S. Fleisher, Babette E. Bensoussan, 2015-01-12 Meet any business or competitive analysis challenge deliver actionable business insights and on point recommendations that enterprise decision makers can't and won't ignore All you need is one book *Business and Competitive Analysis* Second Edition This generation's definitive guide to business and competitive analysis has now been thoroughly updated with additional methods applications and examples Craig S. Fleisher and Babette E. Bensoussan begin with a practical primer on the process and context of business and competitive analysis how it works how to avoid pitfalls and how to communicate results Next they introduce their unique FAROUT method for choosing the right tools for each assignment The authors then present dozens of today's most valuable analysis methods They cover classic techniques such as McKinsey 7S and industry analysis as well as emerging techniques from multiple disciplines economics corporate finance sociology anthropology and the intelligence and futurist communities You'll find full chapters outlining effective analysis processes avoiding pitfalls communicating results as well as drill downs on analyzing industries competitive positioning business models supply chains strategic relationships corporate reputation critical success factors driving forces technology change cash flow and much more For every method Fleisher and Bensoussan present clear descriptions background context strategic rationales strengths weaknesses step by step instructions and references The result is a book every analyst strategist and manager can rely on in any industry for any challenge **Business And Competitive Analysis: Effective Application Of New And Classic Methods** Fleisher, 2008-09 *Business and Competitive Analysis* Craig S. Fleisher, Babette E. Bensoussan, 2015 [Business and Competitive Analysis](#) Craig S. Fleisher, Babette E. Bensoussan, 2015 This generation's definitive guide to business and competitive analysis has now been thoroughly updated with additional methods applications and examples Like the first edition *Business and Competitive Analysis* Second Edition helps you transform data into actionable insights and recommendations that enterprise decision makers cannot and will not ignore Craig S. Fleisher and Babette E. Bensoussan begin with a practical primer on the process and context of business and competitive analysis how it works how to avoid pitfalls and how to communicate results Next they introduce their unique FAROUT method for choosing the right tools for each assignment The authors then present dozens of today's most valuable analysis methods They cover classic techniques such as McKinsey 7S and industry analysis as well as emerging techniques from multiple disciplines economics corporate finance sociology anthropology and the intelligence and futurist communities For each they present clear descriptions background context strategic rationales strengths weaknesses step by step instructions and references The result is a book you can rely on to meet any analysis

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Observing the User Experience Elizabeth Goodman, Mike Kuniavsky, 2012-09-01 Observing the User Experience A Practitioner's Guide to User Research aims to bridge the gap between what digital companies think they know about their users and the actual user experience Individuals engaged in digital product and service development often fail to conduct user research The book presents concepts and techniques to provide an understanding of how people experience products and services The techniques are drawn from the worlds of human computer interaction marketing and social sciences The book is organized into three parts Part I discusses the benefits of end user research and the ways it fits into the development of useful desirable and successful products Part II presents techniques for understanding people's needs desires and abilities Part III explains the communication and application of research results It suggests ways to sell companies and explains how user centered design can make companies more efficient and profitable This book is meant for people involved with their products user experience including program managers designers marketing managers information architects programmers consultants and investors Explains how to create usable products that are still original creative and unique A valuable resource for designers developers project managers anyone in a position where their work comes in direct contact with the end user Provides a real world perspective on research and provides advice about how user research can be done cheaply quickly and how results can be presented persuasively Gives readers the tools and confidence to perform user research on their own designs and tune their software user experience to the unique needs of their product and its users

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