

Competing With IT Leading A Digital Business Mba Series

Karolin Frankenberger, Hannah Mayer, Andreas Reiter, Markus Schmidt

Competing with IT Colin Ashurst, 2017-09-16 Competing with IT takes a strategic approach to managing the realization of benefits from IT. With a benefits-led approach it emphasizes IT as an enabler of business innovation and a means to create value for customers, employees and other stakeholders, which as a result create value for the organization and deliver competitive advantage. Designed specifically for the needs of MBA students, this succinct introductory text provides insight into key principles and offers guidance on how to succeed in practice by building a leadership 'toolkit' for the strategic management of projects and the overall IT portfolio. Underpinned by sound academic theory and linked to best practice it is the ideal MBA course text. - Allows students to apply their knowledge and explore real-world issues through case studies and examples - Brings together benefits-led and agile approaches to projects in an innovative framework - Combines extensive practical experience with the latest academic thinking and research

Digital Business Transformation Nigel Vaz, 2021-01-13 Fuel your business' transition into the digital age with this insightful and comprehensive resource *Digital Business Transformation: How Established Companies Sustain Competitive Advantage* offers readers a framework for digital business transformation. Written by Nigel Vaz, the acclaimed CEO of Publicis Sapient, a global digital business transformation company, *Digital Business Transformation* delivers practical advice and approachable strategies to help businesses realize their digital potential. *Digital Business Transformation* provides readers with examples of the challenges faced by global organizations and the strategies they used to overcome them. The book also includes discussions of: How to decide whether to defend, differentiate, or disrupt your organization to meet digital challenges How to deconstruct decision-making throughout all levels of your organization How to combine strategy, product, experience, engineering, and data to produce digital results Perfect for anyone in a leadership position in a modern organization, particularly those who find themselves responsible for transformation-related decisions, *Digital Business Transformation* delivers a message that begs to be heard by everyone who hopes to help their organization meet the challenges of a changing world.

What's Your Digital Business Model? Peter Weill, Stephanie Woerner, 2018-04-17 Digital transformation is not about

technology--it's about change. In the rapidly changing digital economy, you can't succeed by merely tweaking management practices that led to past success. And yet, while many leaders and managers recognize the threat from digital--and the potential opportunity--they lack a common language and compelling framework to help them assess it and guide them in responding. They don't know how to think about their digital business model. In this concise, practical book, MIT digital research leaders Peter Weill and Stephanie Woerner provide a powerful yet straightforward framework that has been field-tested globally with dozens of senior management teams. Based on years of study at the MIT Center for Information Systems Research (CISR), the authors find that digitization is moving companies' business models on two dimensions: from value chains to digital ecosystems, and from a fuzzy understanding of the needs of end customers to a sharper one. Looking at these dimensions in combination results in four distinct business models, each with different capabilities. The book then sets out six driving questions, in separate chapters, that help managers and executives clarify where they are currently in an increasingly digital business landscape and highlight what's needed to move toward a higher-value digital business model. Filled with straightforward self-assessments, motivating examples, and sharp financial analyses of where profits are made, this smart book will help you tackle the threats, leverage the opportunities, and create winning digital strategies.

Competitive Digital Innovation Amit Basu, Steve Mylre, 2023-05-16 Innovative digital technologies are forcing companies to rethink how they compete. The focus of digital innovation in business has shifted from internal transformation within firms to their market interface and ecosystems. While opportunities for innovation in internal operations are well established, it's less clear how to leverage technology at the market interface. This often has strategic implications, and the goal of this book is help you connect digital innovation to business strategy. By understanding how to leverage digital technologies, you can redefine your market-facing business processes, your products, services and even your business models and stay competitive in today's hybrid markets. This book provides a coherent and comprehensive approach to not just survive but rather thrive in the 21st Century global marketplace. With global, real-world examples and original frameworks, this is an ideal book for executives and anyone who wants to understand digital strategy. Highly practical but infused with rigorous research, it shows you how your business can use digital technologies to compete in today's hybrid markets.

Choose Your Customer: How to Compete Against the Digital Giants and Thrive Jonathan L. S. Byrnes, John S. Wass, 2021-05-11 Two top specialists in profitable growth and innovative customer-supplier relationships show companies of all sizes how to compete with the tech giants—by choosing the right customer and providing peerless value to them for long-term success. Every year, managers at companies large and small are finding it harder to compete with the likes of Google and Amazon, who are muscling into their businesses, stealing their customers, and cornering every conceivable market and service. There is, however, a way for companies to survive—and win—in this era of digital behemoths. Choose Your Customer

is a powerful, customer-targeted guide that can help managers level the playing field against their biggest competitors. Written by Jonathan Byrnes, the legendary MIT-based expert on profits, pricing, and strategy, and John Wass, a key member of the team that made Staples a major national brand, *Choose Your Customer* shows you how to: Identify the customers who are the most profitable—and focus on them Provide services and experiences that can't be replicated by the tech giants, no matter how much data they have or how much automation they use Support your chosen customers' diverse and rapidly evolving needs to accelerate profitability and growth Focus on your real profit core and build dominance in your specific target market These customer-focused strategies will enable you to build a uniquely targeted business that the digital giants just can't match. From unbeatable customer service to superior pricing and product selection, *Choose Your Customer* provides detailed and actionable advice on how to compete successfully with the aggressive giants, grow your customer base, and increase your profits for lasting success.

Mastering Digital Business Nicholas D. Evans, 2017-01-31 This strategic guide for business and IT executives focuses on how today's most disruptive technologies can be applied in powerful combinations along with platform business models, mastery of digital services, and leading practices in corporate innovation, to help you develop and execute your digital strategies for competitive advantage.

Leading Digital George Westerman, Didier Bonnet, Andrew McAfee, 2014-09-23 Become a Digital Master—No Matter What Business You're In If you think the phrase "going digital" is only relevant for industries like tech, media, and entertainment—think again. In fact, mobile, analytics, social media, sensors, and cloud computing have already fundamentally changed the entire business landscape as we know it—including your industry. The problem is that most accounts of digital in business focus on Silicon Valley stars and tech start-ups. But what about the other 90-plus percent of the economy? In *Leading Digital*, authors George Westerman, Didier Bonnet, and Andrew McAfee highlight how large companies in traditional industries—from finance to manufacturing to pharmaceuticals—are using digital to gain strategic advantage. They illuminate the principles and practices that lead to successful digital transformation. Based on a study of more than four hundred global firms, including Asian Paints, Burberry, Caesars Entertainment, Codelco, Lloyds Banking Group, Nike, and Pernod Ricard, the book shows what it takes to become a Digital Master. It explains successful transformation in a clear, two-part framework: where to invest in digital capabilities, and how to lead the transformation. Within these parts, you'll learn: • How to engage better with your customers • How to digitally enhance operations • How to create a digital vision • How to govern your digital activities The book also includes an extensive step-by-step transformation playbook for leaders to follow. *Leading Digital* is the must-have guide to help your organization survive and thrive in the new, digitally powered, global economy.

Developing Strategic Business Models and Competitive Advantage in the Digital Sector Daidj,

Nabyla,2014-09-30 Rapid technological advancements have the ability to positively or negatively impact corporate growth and success. Professional leaders and decision makers must consider such advancements when designing and implementing new policies in preparation for the sustainable future of the business environment. *Developing Strategic Business Models and Competitive Advantage in the Digital Sector* focuses on the application of preemptive planning in the media and entertainment industries to combat an increasingly uncertain future of innovation and competition. With research-based examples and analysis, this book is an essential reference source for academicians, researchers, and professionals interested in learning more about the impact of technology on industry success, including the changes and challenges created by the Internet and electronic media.

Global Meets Digital Vinod Jain,2023-06-02 The world today is at the intersection of two megatrends - Globalization and Digitalization - a business revolution unfolding in real time. *Global Meets Digital* captures the many nuances of this revolution succinctly, including its impact on our lives and business. An immediate implication of this revolution is that the economic principles that underpinned business and strategy for hundreds of years, such as diminishing returns to scale and resource scarcity, are no longer valid for a large and growing number of products and services. The book will challenge you to think differently not just about digital products, but also about physical products. In the global-digital world, products are of three kinds—physical, digital, and smart machines (products that are both physical and digital, and connected to the internet)—a distinction missed by most books on strategy and global business. The economics of each kind of products is distinct from that of the others, which has strategic implications for all kinds of businesses -implications such as how to compete and how to create and capture value. With several mini case studies and over 100 company examples, the book covers themes and cutting-edge issues like the paradox of globalization, digital disruption, disruptive business models, exponential technologies, Internet of Things, competition in digital markets, winner-take-all market dynamics, Industry 4.0, how to innovate, strategizing for the New Normal, and value creation and value capture in both B2C and B2B contexts. The book derives its underpinnings from the practice of global and digital business, while theory remains in the background. Intended specifically for an executive/professional audience, *Global Meets Digital* should also be of value to business students and professors learning to dip their toes into a digital world. Vinod Jain is an expert in global and digital strategy, award-winning professor, Fulbright Scholar, and author of an MBA textbook, *Global Strategy*. He taught at the Rutgers Business School, Newark and New Brunswick, and the Robert H. Smith School of Business, University of Maryland, College Park. At Maryland, he was also the Founding Director of the federally funded Center for International Business Education and Research and Academic Director of Smith School's Executive MBA program in China. Since leaving Maryland, he has taught in China, Denmark, Finland, Poland, and India as a visiting or term professor. His opinion pieces have appeared in *The Washington Post*, *The Baltimore Sun*, *Mensa Bulletin*, and *Economic Times and Mint* (India's #1 and #2 business dailies),

among other media. In the past, he worked as a middle- and senior-level executive with American and British multinationals. Vinod has a PhD in Strategy and International Business from the University of Maryland, College Park, MS in Management from UCLA, and MS and BS (Hons) in Statistics from the Indian Statistical Institute, Calcutta.

Rethinking Competitive Advantage Ram Charan,2021-04-06 How do you gain an edge in the digital world order? “Another book for the ages from a master! . . . Particularly insightful is his emphasis on how the end-to-end individual consumer experience will separate winners from losers in our new digital age.”—Fred Hassan, chairman, Caret Group; former CEO, Schering-Plough and Pharmacia The old ways of creating competitive advantage for your business—such as building moats to ward off competitors—have become dangerous. Giants like Amazon and Alibaba are creating vast new market spaces through a deft combination of tools like machine learning and business savvy that reimagines customer experiences while generating immense shareholder value. A handful of traditional companies, including Fidelity Investments, Walmart, and B2W, have adopted these new approaches to reinvigorate their businesses. Most, however, are stalled—and the clock is running out. In this lively, accessible guide, Ram Charan, bestselling author and adviser to some of the world’s top CEOs and boards, redefines competitive advantage for the digital-first era, offering a set of new rules to get ahead: • Create an ecosystem with third-party partners to revolutionize and personalize the customer experience. • Empower teams focused on a single task, building a “social engine” that drives constant innovation, fast execution, and customer satisfaction. • Attract funders who understand the big picture: that beyond a certain scale, major upfront spending will turn into a cash-generation machine. Filled with stories that peek behind the curtain of digital behemoths as well as traditional companies that have transformed their organizations, *Rethinking Competitive Advantage* offers concrete advice and methods to help you conceive of new market spaces and moneymaking models. Competing against digital giants might seem daunting, if not impossible. The necessary computing power is within any company’s reach. By borrowing from these digital winners’ playbooks, traditional companies and upstarts alike can gain an upper hand. Whether you’re in the C-suite or brainstorming the next big idea from your garage, *Rethinking Competitive Advantage* is the ultimate guide to creating competitive advantage today.

The Digital Transformer's Dilemma Karolin Frankenberger,Hannah Mayer,Andreas Reiter,Markus Schmidt,2020-09-14 Bring your company into the digital era without compromising your core business In *The Digital Transformer's Dilemma: How to Energize Your Core Business While Building Disruptive Products and Services*, the authors show companies how to go digital while also advancing their core business. The book emphasizes how to strike a difficult balance between establishing a new (digital) business and re-vitalizing - and digitizing - the legacy business. The core of the book is focused on the actual implementation of the digital transformation across both businesses, providing concrete tips, tricks, tools and action plans across six key dimensions: Crafting a flexible organization Using technology as a driver Designing the necessary

processes Building transformational leaders “Right-skilling” the workforce of the future Galvanizing cultural change The Digital Transformer’s Dilemma is a very visual book, filled with dozens of engaging illustrations that bring the contained concepts to life on the page. Based on 100+ interviews with senior executives at leading companies (such as Nestlé, Novartis, Volkswagen, BNP Paribas, BASF and Michelin) and smaller hidden champions, numerous illuminating case studies, and the authors’ own experience from working in international management consulting and years of academic experience, the book highlights the fundamental principles required for executives and businesspeople to transform legacy organizations into digitally empowered companies.

Digital Strategy Alexander Rauser,2016 Digital Strategy: A Guide to Digital Business Transformation delivers practical solutions for enterprises operating in today's fast-paced business environment. This book is for any businessperson who either wishes to stay relevant amid the rapid pace of technology innovation or wants to be a digital disrupter. If you're in business today, you probably use digital technology to run your day-to-day operations. But if you don't have a digital strategy, you're at risk of losing out to your competitors by either failing to recognize the potential tools available or wasting resources while trying to prepare for digital disruption. This accessible book guides you through the steps of understanding what a digital strategy is; realizing how it can serve your business objectives; creating, implementing, and maintaining your digital strategy; and ultimately discovering how your strategy can help you innovate. Learn to manage your risks and opportunities, outperform the competition, and even shake up your industry with Digital Strategy: A Guide to Digital Business Transformation.

Digital Vortex Jeff Loucks,Michael Wade,James Macaulay,2016-06-15 Digital disruption: seemingly out of nowhere, startups and other tech-savvy disruptors attack. In Digital Vortex, you will learn how to use the business models and strategies of startups to your own advantage. Most importantly, you will learn how to build the agility to anticipate threats, sense opportunities, and seize them before your rivals do.

Driving Digital Strategy Sunil Gupta,2018-07-24 Digital transformation is no longer news--it's a necessity. Despite the widespread threat of disruption, many large companies in traditional industries have succeeded at digitizing their businesses in truly transformative ways. The New York Times, formerly a bastion of traditional media, has created a thriving digital product behind a carefully designed paywall. Best Buy has transformed its business in the face of Amazon's threat. John Deere has formed a data-analysis arm to complement its farm-equipment business. And Goldman Sachs and many others are using digital technologies to reimagine their businesses. In Driving Digital Strategy, Harvard Business School professor Sunil Gupta provides an actionable framework for following their lead. For over a decade, Gupta has studied digital transformation at Fortune 500 companies. He knows what works and what doesn't. Merely dabbling in digital or launching a small independent unit, which many companies do, will not bring success. Instead you need to fundamentally change the core of

your business and ensure that your digital strategy touches all aspects of your organization: your business model, value chain, customer relationships, and company culture. Gupta covers each aspect in vivid detail while providing navigation tips and best practices along the way. Filled with rich and illuminating case studies of companies at the forefront of digital transformation, *Driving Digital Strategy* is the comprehensive guide you need to take full advantage of the limitless opportunities the digital age provides.

Digital Business Strategy Garvan Callan, 2023-11-20 Digital transformation is a must. Consumers have fully embraced the digital age, and companies have followed suit, deploying programs to adapt to the rapidly evolving marketplace. But the pace of technological change is such that digital trends are shaping the future, revolutionizing the business world and turning it on its head. How can business leaders operate, innovate and thrive in the present and future digital market? *Digital Business Strategy - How to Design, Build and Future-Proof a Business in the Digital Age* provides a practical step-by-step guide with frameworks, examples and real-world guidance to break down what is required to deliver complex business transformation. Six comprehensive sections delve into: understanding the drivers of the digital age, how to develop a digital strategy, the core competencies of a digital business, how to execute transformational change and build a digital culture, how to deliver value today while creating opportunities for tomorrow through ambidextrous roadmap planning and execution techniques, and preparing for the next wave of innovation. *Digital Business Strategy* is for C-Suite leaders, first-line management, entrepreneurs, SME business owners and students; anyone interested in shaping their team, business, service or proposition to be digitally sustainable and resilient in the present and future digital era.

SUMMARY - Leading Digital: Turning Technology into Business Transformation by George Westerman, Didier Bonnet, Andrew McAfee Shortcut Edition, 2021-08-03 * Our summary is short, simple and pragmatic. It allows you to have the essential ideas of a big book in less than 30 minutes. *By reading this summary, you will learn how to transform your business using new technologies. *You'll also learn: why it's critical to make the digital shift now ; how to acquire the digital skills you're missing; how to give a clear and strong direction to all your employees; how to overcome resistance and habits to succeed in your digital transformation. *The arrival of new digital technologies marks a new industrial revolution for humanity. Entire areas of society's functioning will be called into question in the near future. In the same way, only the companies that will have been able to anticipate the change will survive. However, adapting to this new paradigm should not be considered as an impossible challenge. On the contrary, it is a tremendous growth opportunity to redefine what you want to be and do in the years to come. Will you be able to succeed in the digital transformation of your company? *Buy now the summary of this book for the modest price of a cup of coffee!

Building the Digital Enterprise Mark Skilton, 2016-04-29 The digital economy is at a tipping point. This practical book defines digital ecosystems, discusses digital design using converging technologies of social networking, mobility, big data

and cloud computing, and provides a methods for linking digital technologies together to meet the challenges of building a digital enterprise in the new economy.

Digital Business Leadership Ralf T. Kreutzer, Tim Neugebauer, Annette Pattloch, 2018-04-27 This book provides specialists and executives with a clear, yet practical set of recommendations to meet the challenges of digital transformation and ensure long-term success as a leader in a primarily digital business world. The authors describe the fundamental principles of digitization and its economic opportunities and risks, integrating them into a framework of classic and new management methods. The book also explores how increasing digitization - not only of communication, but of complete value chains - has led to a need to establish a digital business leadership. Digitization is changing people and markets: it causes the upheaval of entire industries, creates new digital-centric companies, and forces established companies to cope with the transformation activities associated with these digitization processes. New approaches and methods have to be learned, tried and tested patterns of thinking have to be explored, and last but not least, innovation activities have to be understood as continuous necessities. At the same time, digital business offers considerable opportunities for renewing competitive advantages, improving existing process structures and realigning products, services and business models.

The Seven Principles of Digital Business Strategy Niall McKeown, Mark Durkin, 2017-10-04 If we are creating most of our competitive advantage at the strategic planning stage, why are we spending so little time on this and so much time on technology? This book is not about why you should digitally transform and become more strategic; it's about how. It lays out the steps that must be taken, the data that should be used, and the decision tree to be followed. Following the principles laid out in this book allows organizational leaders, marketers, and technologists to talk at a high strategic level without getting bogged down in the tactics and delivery that consumes most of the time, attention, and activity in the modern workplace. Use the seven principles of digital business strategy to define the direction of travel for your business in today's digital economy.

Digital Marketing Jerry Wind, Vijay Mahajan, 2002-03-14 The first in a series of books from Wharton's prestigious SEI Center, managed by Professor Jerry Wind, this reference focuses on marketing strategies, methods, and cases used specifically for e-commerce businesses operating globally. It includes contributed chapters from leading thinkers from top U.S. business schools including Wharton, the University of Texas, Columbia, Harvard, Northwestern, University of Michigan, Duke, and MIT. Many of the contributors, in addition to teaching MBA and Executive Education seminars, also consult to major corporations around the world.

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- This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. It is highly recommended for anyone seeking to gain a comprehensive understanding of Competing With It Leading A Digital Business Mba Series.

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