

"It's putting
the customer center
stage and urge
managers to respond.
Now and they
really understand what
customers want."*

although comparatively few are well known. Canon with its small photocopiers, Starbucks with its coffee houses and CNN with news history shows that the innovator is often but not necessarily the one with the greatest success. When competitors enter the market, they can have the advantage of learning from the innovator's mistakes and by getting to grips with the category benefits, can beat the original. Neither Procter & Gamble nor Costco were innovators in their respective categories.

This 'thinking outside the box' is something to be wary of if you COO. Dirk Jager and Procter & Gamble ran a whole range of products in the later '80s. The box exists for a reason, understand it and perfect it before convincing yourself with too much wild strategic thinking, be realistic. We aren't all great creative unilateral thinkers. Think inside the box first and ensure that the customer's basic expectations are met. This is what they did in coming from behind to become UK market leader in grocery shopping. It continued like Orange to push the boundary on delivering on the generic category benefits from that solid platform, businesses can build emotional value into their brands and plan for more innovative product and service developments. Think of Tesco, now the online shopping. It has become the world's biggest online grocery service, leaving the erstwhile VMotion in its wake, by never forgetting that the customer's needs are straightforward and if it takes its proposition, online it needs to achieve the same level of performance that it does in its main business.

The only place I can think of where out of the box thinking has genuine merit is in marketing communications. Usually the proposition is a difficult challenge. Think of the generic message you'll do what we said we would, when we said we would, at the price we said we would and at the performance level we led you to expect. Companies who understand the value of being better rather than being different must make their advertising stand out. For example, USA retailer Target has managed to meet total distribution by rival Walmart with the aid of excellent and innovative marketing communications.

Re-connect with Customers

There is often a wide gap between the intent and the experience. Companies have to re-connect. One way to start the process may be, at the most informal, eating with colleagues, to turn the discussion to matters they have experienced personally as customers of other businesses – see all have them, have work through one or two of them in more detail – how on earth could they have happened? Could it happen at your company? Of course it could – when it already has. But now, with the acceptance that unforeseen errors will happen, tackle what you can do to improve. As Michael Dell observes: "Everything can be done better. There is nothing that cannot be improved."

In putting the customer center stage we urge managers to ensure how well they really understand what customers want. Competitive advantage can only come from a solid foundation, knowing your customers and how they choose and delivering consistently whatever it is that matters most to them. The rest should be seen for what it is, a lobby to start now and never stop.

Don Macken is the Miami Hills Professor of Marketing and Change Management and IMD MBA Program Director. This article is based on his book, co-authored with Professor Brock Dunfee of London Business School, entitled *Simply Better: Winning and Keeping Customers by Delivering what Matters Most*, published by Harvard Business Press (www.hbsp.harvard.edu).

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* See Jager, 'How well we
speak for ourselves' *Harvard
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Table of Contents Custom Published Business Management 2004

1. Understanding the eBook Custom Published Business Management 2004
 - The Rise of Digital Reading Custom Published Business Management 2004
 - Advantages of eBooks Over Traditional Books
2. Identifying Custom Published Business Management 2004
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Custom Published Business Management 2004
 - User-Friendly Interface
4. Exploring eBook Recommendations from Custom Published Business Management 2004
 - Personalized Recommendations

- Custom Published Business Management 2004 User Reviews and Ratings
- Custom Published Business Management 2004 and Bestseller Lists
- 5. Accessing Custom Published Business Management 2004 Free and Paid eBooks
 - Custom Published Business Management 2004 Public Domain eBooks
 - Custom Published Business Management 2004 eBook Subscription Services
 - Custom Published Business Management 2004 Budget-Friendly Options
- 6. Navigating Custom Published Business Management 2004 eBook Formats
 - ePub, PDF, MOBI, and More
 - Custom Published Business Management 2004 Compatibility with Devices
 - Custom Published Business Management 2004 Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Custom Published Business Management 2004
 - Highlighting and Note-Taking Custom Published Business Management 2004
 - Interactive Elements Custom Published Business Management 2004
- 8. Staying Engaged with Custom Published Business Management 2004
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Custom Published Business Management 2004
- 9. Balancing eBooks and Physical Books Custom Published Business Management 2004
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Custom Published Business Management 2004
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Custom Published Business Management 2004
 - Setting Reading Goals Custom Published Business Management 2004
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Custom Published Business Management 2004
 - Fact-Checking eBook Content of Custom Published Business Management 2004

- Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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