

COMPETITIVE INTELLIGENCE

Turning raw competitor data into actionable insights for strategic advantage

Tactical Intelligence



Focus:

Short-term strategies



Key areas:

- New product launches
- Marketing campaigns
- Sales tactics



Goal:

Immediate improvements to stay competitive

Strategic Intelligence



Focus:

Long-term business strategy



Key areas:

- Market trends
- Competitor positioning
- Business opportunities



Goal:

Shape the future direction of your business

Advances In Competitive Intelligence

Robert R. Redfield



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