1. Record Nr. UNINA9910830587303321 Autore Calloway Joe Titolo Becoming a category of one [[electronic resource]]: how extraordinary companies transcend commodity and defy comparison / / Joe Calloway Hoboken, N.J., : John Wiley & Sons, c2009 Pubbl/distr/stampa **ISBN** 9786612278952 0-470-52933-4 1-282-27895-9 1-118-25617-4 Edizione [2nd ed.] Descrizione fisica 1 online resource (270 p.) 658.4/013 Disciplina 658.4012 Soggetti Benchmarking (Management) Corporate image Brand name products Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Includes index. Becoming a Category of One, 2nd Edition: How Extraordinary Nota di contenuto Companies Transcend Commodity and Defy Comparison; Contents: Preface; Chapter 1: We Just Decided to Go; Chapter 2: What's Your Story?; Chapter 3: Success Means You Know What Used to Work; Chapter 4: The Commodity Trap: Chapter 5: Your Brand Is Everything: Chapter 6: The Three Rules: Chapter 7: The New Customer Reality: Chapter 8: Tiebreakers; Chapter 9: Case Study: Tractor Supply Company; Chapter 10: The Future Category of One; Index; About the Author A revised and updated edition of the bestselling ""no-nonsense guide Sommario/riassunto to beating the competition.""-Publisher's Weekly Becoming a Category of One reveals how extraordinary companies do what they do so well and gives you the tools and ideas to help your business emulate their success. Packed with real case studies and personal reflections from successful business leaders, it helps you apply the best practices of the

> best companies to set yourself apart from your competitors and turn your business into a market leader. Whether you run a multinational