| Record Nr.<br>Autore<br>Titolo | UNINA9910877292303321<br>Calloway Joe<br>Becoming a category of one : how extraordinary companies transcend<br>commodity and defy comparison / / Joe Calloway   |
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| Edizione                       | [2nd ed., rev. and updated.]  |
| Descrizione fisica             | 1 online resource (270 p.)  |
| Disciplina<br>Soggetti         | 658.4/013<br>Benchmarking (Management)<br>Corporate image   |
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| Lingua di pubblicazione        | Inglese   |
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| Nota di contenuto              | Becoming a Category of One, 2nd Edition: How Extraordinary<br>Companies Transcend Commodity and Defy Comparison; Contents;<br>Preface; Chapter 1: We Just Decided to Go; Chapter 2: What's Your<br>Story?; Chapter 3: Success Means You Know What Used to Work;<br>Chapter 4: The Commodity Trap; Chapter 5: Your Brand Is Everything;<br>Chapter 6: The Three Rules; Chapter 7: The New Customer Reality;<br>Chapter 8: Tiebreakers; Chapter 9: Case Study: Tractor Supply<br>Company; Chapter 10: The Future Category of One; Index; About the<br>Author  |
| Sommario/riassunto             | A revised and updated edition of the bestselling ""no-nonsense guide<br>to beating the competition.""-Publisher's Weekly Becoming a Category<br>of One reveals how extraordinary companies do what they do so well<br>and gives you the tools and ideas to help your business emulate their<br>success. Packed with real case studies and personal reflections from<br>successful business leaders, it helps you apply the best practices of the<br>best companies to set yourself apart from your competitors and turn<br>your business into a market leader. Whether you run a multinational<br>corporation or a two- |

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