

Ventaja Competitiva

CREACION Y
SOSTENIMIENTO
DE UN DESEMPEÑO
SUPERIOR

Michael E.
Porter

AUTOR DE
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CECSA

Libro Ventaja Competitiva Michael Porter

Michael E. Porter



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Introducción a la Economía Para No Economistas Macario Schettino, 2003 **La cadena de valor de Michael Porter** 50 Minutos, 2016-04-26 Identifique y optimice su ventaja competitiva Este libro es una guía práctica y accesible para entender y aplicar la cadena de valor de Michael Porter que le aporta la información esencial y le permite ganar tiempo En tan solo 50 minutos usted podrá identificar las mejoras que hay que realizar en la cadena de valor y reducir el tiempo de producción y los costos Adquirir y mantener una ventaja competitiva en el mercado gracias al resultado del análisis de la cadena de valor Alcanzar los objetivos de su negocio gracias a la mejora de la cadena de valor **SOBRE 50MINUTOS ES Economía y empresa** 50MINUTOS ES le ofrece las claves para entender rápidamente las principales teorías y conceptos que rigen el mundo económico actual Nuestras obras combinan teoría estudios de caso y múltiples ejemplos prácticos para que amplíe sus competencias y conocimientos sin perder tiempo Descubra en un tiempo récord las claves para el éxito de su negocio **La ventaja competitiva** Michael E. Porter, 1998 Esta obra clásica sobre la competencia es indicio de la importancia de las contribuciones fundamentales de Michael Porter a la literatura sobre administración El libro parece hoy tan fresco y relevante como cuando se publicó por primera vez hace más de un cuarto de siglo Porter profesor en la escuela de negocios de Harvard es autor de 16 libros y una autoridad líder en estrategia competitiva y desarrollo económico Sus ideas han guiado la política económica mundial lo que explica sus nueve títulos honorarios y numerosos premios Este libro demuestra las razones de su influencia Ofrece una guía clara y sencilla escrita y muy accesible para desarrollar e implementar la estrategia competitiva Abarca los conceptos básicos de cadenas de valor costos diferenciación tecnología sustitución sinergias y más **Abstract** supone que en la escuela de negocios le pidieron a usted que lo relejera a menudo como una piedra de toque de la administración **Benjamin Graham y el poder de las acciones de crecimiento** Frederick K. Martin, 2018-11-20 Benjamin Graham es el padre de la inversión pero su mayor éxito inversor provino de una acción de crecimiento que aumentó su patrimonio personal con una cantidad muy por encima de todas las demás inversiones juntas Este libro le ayuda a redescubrir la legendaria estrategia de inversión en acciones de crecimiento con un enfoque de vanguardia que busca la rentabilidad en la volatilidad de los mercados actuales El reconocido inversor Fred Martin comparte el enfoque inversor basado en la fórmula de valoración de Graham El método de Martin permite valorar de forma segura y precisa empresas en crecimiento para una estrategia de compra y mantenimiento de acciones que atenúa el riesgo y posiciona su cartera de valores en busca de una mayor rentabilidad a largo plazo Esta guía muestra cómo Apartar su dinero de fondos de inversión y gestores de inversiones Crear una previsión a siete años para las empresas ideales para su cartera de inversión Estimar el valor futuro de una empresa en cuatro pasos Garantizar beneficios a largo plazo con una estrategia constante de compra y mantenimiento **Investigación en Administración en América Latina**, *Estrategias para el liderazgo competitivo* Arnoldo C. Hax, 2004 **Bueno, Bonito y Carito** David Gómez, 2019-09-21 UN MANUAL DE

DIFERENCIACIÓN PARA VENDER CON DIGNIDAD Muchas compañías no se diferencian y a veces si lo hacen fallan en comunicarlo efectivamente Cuando un cliente no percibe diferencia decidir por precio Por eso en este libro aprender cómo construir y comunicar su diferencial para dejar de competir por precio Este es un libro de diferenciación De cómo convertir un negocio promedio en un negocio extraordinario De cómo alejarse del bullicio y ser memorable El problema no es costar más sino que el cliente no entienda por qué pues no todos quieren comprar barato A partir de ahora su nueva consigna ser Bueno Bonito y orgullosamente Carito Feliz diferenciación VENDER BARATO ES UNA OPCIÓN SI SOBREVIVE PARA CONTARLO Los precios bajos son una forma de competencia muy exigente y peligrosa pero sin duda una alternativa atractiva para cierto tipo de clientes Solo basta que camine cualquier sector comercial y observe cuál es el principal argumento de ventas No es que no pueda vender barato El desafío es vender barato y además ser rentable Muchas empresas simplemente no lo pueden hacer porque ofrecen beneficios adicionales invierten en mejores insumos productos y servicios de mayor calidad responden por garantías y proveen robustas infraestructuras Todo esto cuesta Si decide ofrecer experiencias memorables y deleitar a los clientes necesita el dinero para implementarlo de manera consistente Por supuesto no todos están dispuestos a pagar por ello y está bien no son su mercado objetivo En Bueno Bonito y Carito aprender cómo diseñar su diferencial y cómo comunicarlo de la manera correcta para que los clientes lo reconozcan Bueno Bonito y Carito es una forma de pensar una filosofía y una actitud frente al mercado Debe creérselo y confiar en que usted su empresa y lo que vende genera valor Barato vende cualquiera El desafío es vender argumentando el valor no el precio Esa es la esencia de este libro Bienvenido a la mentalidad Bueno Bonito y Carito

Ser competitivo Michael E. Porter, 2017-09-26 La presente edición actualizada y aumentada incluye nuevos artículos del autor así como innovadoras aportaciones sobre la competencia en el ámbito de la sanidad responsabilidad social corporativa liderazgo Porter vuelve a casar teoría y práctica con gran maestría de modo que empresas instituciones e incluso países encuentren su camino para ser competitivos

MBA's, ángeles o demonios? Juanma Roca, 2009 Durante los años de esplendor afloraban las escuelas de negocios Un MBA era el título imprescindible para lograr un ansiado puesto de dirección y los planes educativos y profesores de estas escuelas establecían cuáles eran las aptitudes conocimientos y habilidades imprescindibles para cualquier directivo Vistos los desmanes que se han producido en las finanzas mundiales cabe ahora preguntarse qué culpa tienen de todo lo ocurrido Solo desde esa autocrática profunda podrá empezarse a construir el futuro de las escuelas de negocios Juanma Roca reconocido periodista económico nos muestra en este libro qué se esconde tras un MBA Cómo nace qué escuelas son mejores qué habilidades se requiere para desenvolverse con éxito y qué aptitudes fomentan en sus aulas Se trata de un libro muy útil para aquellos que se están planteando entrar en una escuela de negocios pero es también un ensayo necesario escrito con perspectiva y espíritu crítico sobre el debate que la crisis económica y financiera ha generado

Principios y fundamentos del comercio global internacional Sosa Carpenter Rafael, 2022-03-04 Antecedentes del comercio internacional y factores de competitividad de las naciones las tendencias del

comercio internacional en el siglo xxi balanza de pagos y econom a mundial y el orden del comercio internacional y su integraci n la importancia y tratamiento del comercio internacional de servicios

Transmutaci3n competitiva. C3mo determinar y mejorar su competitividad Mauricio Villamizar Villegas, Rodrigo Villamizar Alvargonz3lez, 2011-01-01 Este oportuno libro sobre la T R A N S M U T A C I N transformaci n por la v a de evoluci n acelerada COMPETITIVA desarrolla un nuevo enfoque y un novedoso m todo sobre como cuantificar uno de los conceptos m s importantes de la econom a El libro no solo aclara la confusi n creada alrededor de las m ltiples interpretaciones que se ha dado al t rmino competitividad sino que lleva al lector paso a paso a medir la competitividad de cualquier tipo de organizaci n que cumpla con el requisito de poseer un objetivo y tener una estrategia para lograrlo sobre la base de solo tres variables Partiendo de ellas el m todo Borametz bautizado en honor al antiguo rbol japon s de la competitividad calcula el ndice Estrat gico de la Competitividad de 25 empresas multinacionales 16 pa ses y 23 ciudades Adem s presenta cerca de 250 notas de xitos y fracasos de empresas en su desarrollo transmutacional

Management Information Systems Raymond McLeod, 1998 This text enjoys a strong loyalty among instructors who adopt it Focusing on the role of managers within an organization the text emphasizes the development of computer based information systems to support an organization s objectives and strategic plans The General Systems Model is introduced in Chapter 6 and implemented throughout the rest of the text

Gesti3n de cambio Rodolfo E. Biasca, 2005 Rodolfo Eduardo Biasca es un prestigioso especialista en temas de management Revistas especializadas lo han calificado como uno de los gar es argentinos Es el autor iberoamericano que m s ha escrito sobre temas de transformaci n empresarial 13 libros Estudi en Argentina Estados Unidos Europa y Jap n y trabaj en 24 pa ses Ha tenido una intensa vida profesional ha sido gerente y consultor en m s de 120 organizaciones ense ado en m s de 60 universidades y dirigido sociedades profesionales Se lo ha distinguido con numerosos premios Desde el a o 2003 reside en Estados Unidos y ense a en universidades de ese pa s y Am rica latina Vea m s informaci n sobre el autor en las p ginas finales del libro Gesti n de Cambio es ORIGINAL Desarrolla los nuevos enfoques e ideas sobre la transformaci n La F rmula Biasca se ha enriquecido y mejorado PRACTICO La metodolog a que se describe es aplicable a diferentes tipos de empresa La inclusi n de ejemplos casos y an cdotas de empresas de diferentes partes del mundo y las figuras tablas gr ficos y esquemas ilustran de manera acertada los conceptos y le dan a la lectura agilidad y atractivo DOCUMENTADO Se condensa la informaci n de diferentes fuentes como libros art culos investigaciones y software Resume opiniones de especialistas gerentes empresarios consultores y organismos internacionales Lista direcciones en Internet de inter s para empresarios y gerentes Describe las ense anzas recogidas en cursos y programas para ejecutivos en centros de excelencia de EE UU y Europa INTERNACIONAL Posee ejemplos de casos de empresas de pa ses iberoamericanos y de EE UU as como tambi n de pa ses de Europa Asia Ocean a y frica Se ha puesto especial nfasis en la influencia de las diferencias culturales en la transformaci n empresarial DIDACTICO Posee un dise o que colabora para el logro de los objetivos propuestos para cada cap tulo y para la adquisici n de las ideas

centrales Pretende que el lector ponga en marcha sus estrategias cognitivas superiores como analizar resolver problemas tomar decisiones con informaci n incompleta y tambi n se propicia la b squeda de informaci n en entornos virtuales En un lenguaje accesible se explican temas complejos y profundos LAS MAYORES FORTALEZAS DEL e LIBRO SON EL ENFOQUE INTEGRAL No hay en idioma espa ol ni en ingles una obra que trate todos los aspectos de transformaci n empresarial en forma completa Los cursos de postgrado en universidades usualmente tienen que recurrir a varios libros para tratar el tema LA CLARIDAD CONCEPTUAL Y LA GUIA PRACTICA DE RESOLUCI N Explica la confusi n sem ntica e intelectual de los intentos de cambio empresarial y proporciona una gu a para resolver los temas Paso a paso se describe qu hacer y c mo hacerlo LOS EJEMPLOS Y CASOS Los ejemplos y an cdotas abundan Hay casos reales experiencias del autor Algunos de ellos descriptos con mucho detalle Los cap tulos tienen al menos un caso integrador con preguntas para la reflexi n LA PROFUSA ILUSTRACI N El relato es complementado con figuras tablas gr ficos esquemas EL e LIBRO TIENE UN APENDICE EN INTERNET <http://www.biasca.com> El libro tiene por complemento un ap ndice en Internet de uso opcional y gratuito Se actualiza peri dicamente Es una gu a de estudio con preguntas ejercicios casos e informaci n que permite una actualizaci n permanente Tiene novedades v nculos en Internet videos conferencias reportajes Incluye los nuevos art culos del autor y la posibilidad de conectarse con l por correo electr nico El lector puede participar en el foro [Aprovisionamiento inteligente](#) Rodrigo Ortiz,2024-06-26 *Security analysis* Benjamin Graham,David Le Fevre Dodd,2009-10-27 Considerado el m s importante consejero en inversi n del siglo xx Benjamin Graham ense e inspir a financieros de todo el mundo Security Analysis es probablemente su obra m s ambiciosa Publicada por primera vez en 1934 en ella Graham explica en profundidad los distintos tipos de valores de inversi n sus caracter sticas ventajas y desventajas para permitir a peque os y grandes inversores individuales y corporativos operar sobre una base s lida y fiable alejada de decisiones irracionales Es pues una obra t cnica impregnada de sentido com n que seguir siendo la mano derecha de todo inversor serio durante muchos a os Esta edici n la primera en lengua espa ola recupera el texto de la segunda que se public en ingl s 1940 que el propio autor revis y coment complementado con interpretaciones de grandes inversores actuales [Creaci n de la ventaja competitiva para Colombia](#) ,1994 Direcci n l gica del proyecto y teor a de la ventaja competitiva de las naciones Crear la ventaja competitiva de Colombia An lisis sectorial Resultados del sector de bienes de capital Resultado del sector de flores Resultados del sector de jugos de frutas Resultados del sector de artes gr ficas Resultados del sector de cuero Resultados del sector de petroqu micos Resultados del sector de textiles **Libros de México** ,1987 **Cuadernos de comunicaci n** ,1994 [La ventaja competitiva de las naciones](#) Michael E. Porter,1991 **Ensayos en honor a Claudio Gonzlez Vega** ,2003

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