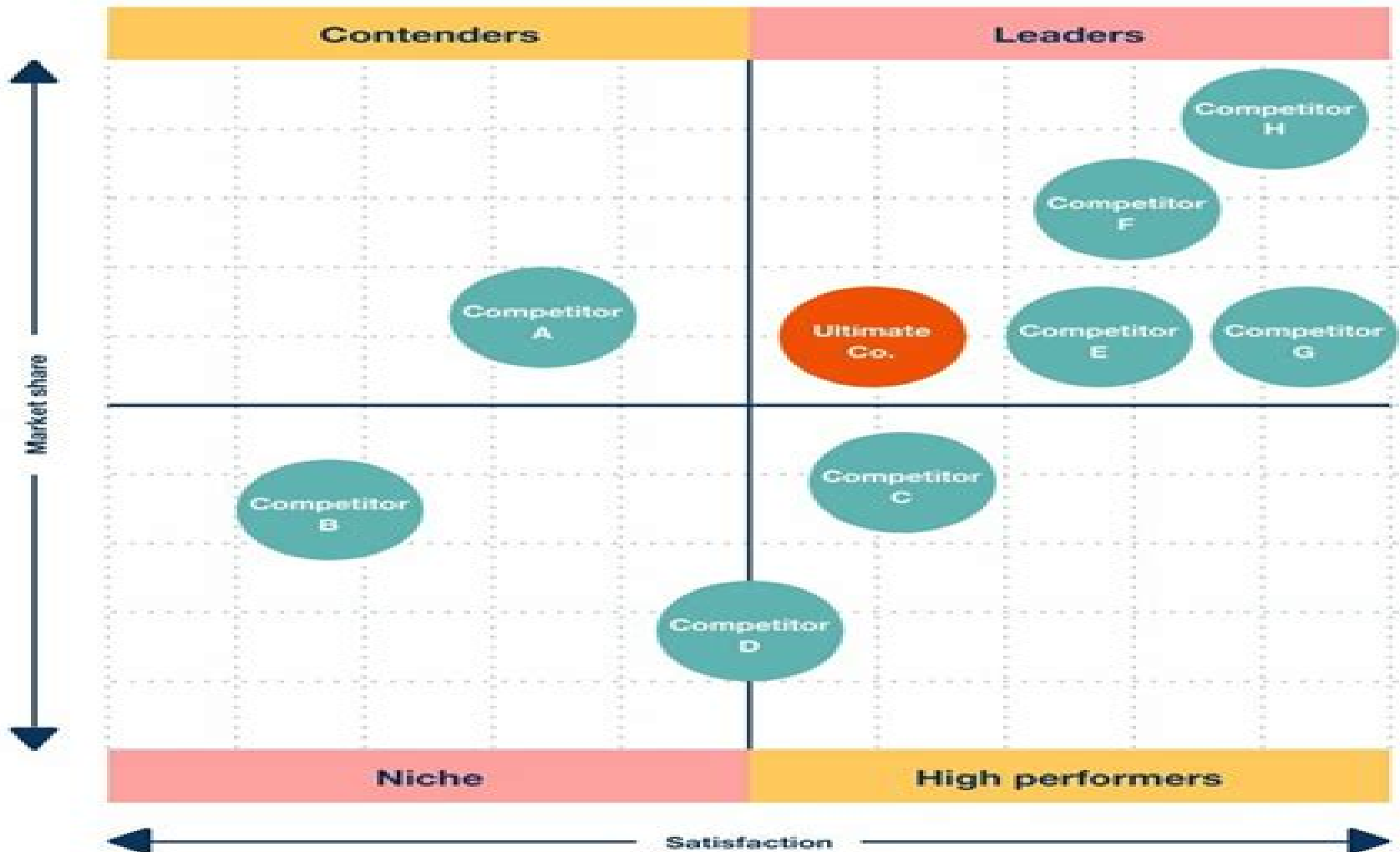


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Modern Competitive Analysis

Warren D. Miller



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Business and Competitive Analysis Craig S. Fleisher, Babette E. Bensoussan, 2007 Resource for companies to improve strategic planning and ensure they are implementing effective corporate strategy bull Presents a comprehensive range of methods to analyse the tools that analyse business competitive data and market information bull Consistent approach and detailed instructions allow for readers to implement strategy quickly and effectively bull Management consultants and strategy departments can use this book to make a case for the most effective method to apply to any problem

Value Maps Warren D. Miller, 2010-05-13 Praise for VALUE MAPS Equivocator Explorer Experimenter Exploiter Extender Chapter 12 might be well served as mandatory reading for all subject matter experts SPARC is not a valuation per se but rather a separate consulting engagement that might interest a client especially if that client is preparing for a sale or planning an exit strategy Miller has taken the good ideas from five disciplines and married them with value enhancement creating what could become a very good add on consulting engagement NACVA recommends and looks forward to further dialogue related to this new approach This book will open your eyes to new opportunities Parnell Black MBA CPA CVA Chief Executive Officer National Association of Certified Valuation Analysts NACVA No one illuminates the murky intersection where business strategy and private company value creation meet better than Warren Miller Now he s focused his extensive professional training and real world experience to produce this intellectually rich yet down to earth and fun to read road map we can all use Business owners and leaders financial analysts management consultants wealth managers CPAs business brokers private equity investors business appraisers no one should plan to increase the value of an enterprise without Value Maps in their passenger seat David Foster CEO Business Valuation Resources Private equity analysts do not often come across scholarly and technical professional reading laced with laugh out loud moments Yet this is exactly what one finds in Value Maps Warren Miller s advice stems from his career as a finance executive a CPA a valuation analyst and a recovering academic With pitch perfect balance Warren has created both a must have professional reference guide and a best practices road map designed to enhance the profitability of your client s business and your own all in a very readable style with just a spoon full of sugar Enjoy the read Gary M Karlitz ASA CPA Partner in Charge Valuation Services Forensic Services and Forensic Accounting Citrin Cooperman Company LLP Extremely readable with numerous real world examples valuation specialists who don t read this book will soon be looking for a new profession Miller takes the term valuation to new levels suggesting that appraisers can indeed add real value to their clients businesses Clients should demand that a valuation professional read this book before he or she will be hired Alfred M King Vice Chairman Marshall

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