

EDWARD DE BONO

Bestselling author of *Six Thinking Hats*
and *Lateral Thinking*

CREATING VALUE

MONOPOLIES

WHEN

EVERYONE

ELSE

IS MERELY

COMPETING

SUR PETITION

(going beyond competition)

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Sur/petition Edward De Bono, 1992 World renowned expert in creativity Edward de Bono whose instruction has been sought by major corporations including IBM NTT Japan Du Pont and Ford and by nations large and small including the United States Canada and Singapore has some shocking news for corporate America You cannot be competitive if you seek to be competitive Competition was fine once upon a time but times have changed and so has business Now businesses must learn to exploit the vast potential of the integral values that surround the purchase and use of their products and services They must create monopolies of value by blending into their offerings the array of attendant conveniences emotions and contextual realities in which their products and services exist are decided upon and are purchased Being able to park a car is a value integral to owning one eating chocolate with or without guilt is integral to the experience of the majority of people who love sweets Concepts rather than technology are coming to the fore Competition is no longer the key to success it s the bare minimum for survival Real success requires a giant leap of the imagination to carry a business beyond competition and turn it into a marketplace leader *Sur petition* is a fascinating tour through an emerging commercial world in which consumers munch Cadbury s guilt relieving air filled light chocolate bars and walk around on carpets woven with stain proof fibers In the new age of monopolies of value their cars may come with guaranteed parking and their insurance companies may pay benefits to terminal victims while they re still alive Airlines will advertise a new vertical takeoff craft that can operate from city centers No business reader can afford to miss this amazing book by a consultant to leading corporations around the world and major business strategist And the thousands who are already fans of Edward de Bono are sure to find *Sur petition* the best de Bono yet

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Reviews The book is filled with the voices of people who knew loved admired and worked with him It s de Bono viewed from the side as remembered by those who were fond of him It s to Tucker s credit that now such a private man comes into view so much more clearly It leaves us free to engage with de Bono s legacy

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knew very well for fifty years Edward de Bono's books about Lateral thinking and thinking outside the box are concepts that are part of our culture and here to stay Many of us have long since benefitted from Edward's instruction and many others are yet to do so Even a single sentence from this great thinker can change a brain and change a life There are many fascinating stories and insights in this easy to read and lovely book Michael Hewitt Gleeson schoolofthinking.org Riveting read of a man who led his life in the fast lane and created a way for others to do the same Dave Trott advertising guru An amazing and perceptive biography Anne Sebba author of *That Woman The Life of Wallis* I loved this book so much I initially never heard the name Edward de Bono but after learning that he is behind what it's means to be a creative thinker and think outside the box I was fascinated After reading this book I learned a lot more about Edward de Bono and understood how he thought the way he did When I read the book there were events in his life that I couldn't believe were real but I loved all the juicy stories that made him the man he was It's a shame that there is a generation of people who don't know who he is and what he brought to the world Amazon reviewer About the authors Sarah Tucker is the best selling author of seven novels seven children's books and seven books on wellbeing and mental health for adults young adults and children She is Ambassador to various forward think organisations including Homerton Cambridge Changemakers and is leading an initiative for Thinking Classes in schools She is a Lecturer at Cambridge University Hawkwood Centre and Bath Spa University is a former presenter for TV and radio and a travel writer for many publications and national newspapers Baroness Helena Kennedy is a practitioner at the English Bar a King's Counsel Director at the International Bar Association's Institute of Human Rights She has been principal of an Oxford College head of the British Council head of the UK Human Genetics Commission and chair of various legal and arts organisations For many years she has chaired the foundation that funds the Booker Prizes for Fiction

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