

THE GORILLA GAME

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GORILLA

GEOFFREY A. MOORE

Author of *Crossing the Chasm* and *Inside the Tornado*

PAUL JOHNSON AND TOM KIPPOLA

**PICKING
WINNERS IN
HIGH TECHNOLOGY**

REVISED EDITION

The Gorilla Game Revised Edition Picking Winners In High Technology

Geoffrey A. Moore



The Gorilla Game Revised Edition Picking Winners In High Technology:

The Gorilla Game, Revised Edition Geoffrey A. Moore, 2009-10-13 The Possibilities Are Staggering Had you invested 10 000 in Cisco Systems back in early 1990 your investment would now be worth 3 650 000 Similarly a 10 000 investment made in Microsoft in 1986 would be valued at more than 4 721 000 today 10 000 invested in Yahoo in 1996 would today be worth 317 000 How do you get in on those deals especially if you re not a Silicon Valley insider How do you buy the high tech winners and avoid the losers How do you find the Yahoo s Microsofts and Ciscos of tomorrow The answers are here in this newly revised edition of the national bestseller *The Gorilla Game* The book reveals the dynamics driving the market for high tech stocks and out lines the forces that catapult a select number of compa nies to gorilla status dominating the markets they serve in the way that Yahoo dominates internet portals Microsoft dominates software operating systems and Cisco dominates hardware for data networks Follow the rules of *The Gorilla Game* and you will learn how to identify and invest in the gorilla candidates early on while they are still fighting for dominance and while their stocks are still cheap When the dust clears and one company clearly attains leadership in its market you ll reap the enormous returns that foresighted investors in high tech companies deserve This new edition of *The Gorilla Game* has been updated and revised throughout with new focus and new insights into choosing the internet gorillas the companies that are destined to dominate internet commerce Bestselling author Geoffrey A Moore is one of the world s leading consultants in high tech marketing strategy Here you ll find his groundbreaking ideas about tech nology markets that made his previous books bestsellers combined with the work of Paul Johnson a top Wall Street technology analyst and Tom Kippola a high tech consul tant and highly successful private investor Together they have discovered and played the gorilla game and now give readers the real rules for winning in the world of high tech investing Step by step you ll learn how to spot a high tech market that is about to undergo rapid growth and development how to identify and spread investments across the potential gorillas within the market and how to narrow your investments to the single emerging leader the gorilla as the market matures High tech investing can be extremely risky but investors who learn to play the gorilla game can avoid many of the traps and pitfalls and instead start capitalizing on untold profits Personal wealth is only a gorilla game away

The Gorilla Game Geoffrey A. Moore, 1998-03-11 The possibilities are staggering Had you invested 10 000 in Cisco Systems in early 1990 your investment would not be worth 1 285 000 Similarly a 10 000 investment made in Microsoft in 1986 would be valued at more than 1 800 000 today How do you get in on those deals especially if you re not a Silicon Valley insider How do you buy the high tech winners and avoid the losers How do you find the Microsofts and Ciscos of tomorrow The answers are here in *The Gorilla Game* All you have to do is learn the rules *The Gorilla Game* reveals the dynamics driving the market for high tech stocks and outlines the forces that catapult a select number of companies to gorilla status dominating the markets they serve in the way that Microsoft dominates software operating systems and Cisco dominates hardware for data networks Follow the rules of *The Gorilla Game* and you will learn

how to identify and invest in the gorilla candidates early on while they are fighting for dominance in their markets and while their stock is still cheap When the dust clears and one company clearly attains leadership in its product category you ll reap the enormous returns that foresighted investors in high tech companies deserve The Gorilla Game is the latest from bestselling author Geoffrey A Moore one of the world s leading consultants in high tech marketing strategy Here you ll find the ground breaking ideas about technology markets that made his previous books bestsellers combined with the work of Paul Johnson a top Wall Street technology analyst and Tom Kippola a high tech consultant and highly successful private investor Together they have discovered and played the gorilla game and now give their readers the real rules for winning in the world of high tech investing Step by step you ll learn how to spot a high tech market that is about to undergo rapid growth and development how to identify and spread investments across the potential gorillas within the market and how to narrow your investments to the single emerging leader the gorilla as the market matures [Summary: The Gorilla Game](#) BusinessNews Publishing,2014-10-14 The must read summary of Geoffrey Moore Paul Johnson and Tom Kippola s book The Gorilla Game An Investor s Guide to Picking Winners in High Technology This complete summary of the ideas from Geoffrey Moore Paul Johnson and Tom Kippola s book The Gorilla Game shows how the real challenge in business is how to identify the potential star performers of tomorrow before their stock becomes highly valued in the marketplace In their book the authors explain how gorilla game investing is a strategy designed to answer that challenge It focuses specifically on high technology stocks and industry sectors Within those sectors a gorilla is a market leading company with a dominant position This summary demonstrates gorilla game investing and how it can lead to huge profits Added value of this summary Save time Understand key concepts Expand your knowledge To learn more read The Gorilla Game and discover the key to finding the future giants and making the right investment **Competition Demystified** Bruce C. Greenwald,Judd Kahn,2005-08-18 Bruce Greenwald one of the nation s leading business professors presents a new and simplified approach to strategy that cuts through much of the fog that has surrounded the subject Based on his hugely popular course at Columbia Business School Greenwald and his coauthor Judd Kahn offer an easy to follow method for understanding the competitive structure of your industry and developing an appropriate strategy for your specific position Over the last two decades the conventional approach to strategy has become frustratingly complex It s easy to get lost in a sophisticated model of your competitors suppliers buyers substitutes and other players while losing sight of the big question Are there barriers to entry that allow you to do things that other firms cannot **The Gorilla Game** ,2010 [Big Fishes Make the Best Sushi](#) Pasi A. Pietikainen,2011-08-01 There Are No Enemies Only Catalysts Any big hitter top dog or head honcho will have gone the extra mile to make an impression on the lives of their subordinates from the very beginning of educating these subordinates and building up their awareness of the relevant codes and conventions through to setting expectations and creating demand and momentum that will bear fruit regardless of disruptive intrusions In business by virtue of the positions of these big guns

within the market this translates into substantial advantages including pricing power brand recognition control of distribution channels a satisfied customer base and more However only the very best of the best of them the Big Fishes are able to keep on dominating and growing within the lives of their subordinates and can preemptively suppress their competition in a manner that makes them Natural Monopolists For a Rising Star in the midst of its own period of disruption a period where any forward vision and guidance has become uncertain or even non existent the Monopolists are an invaluable tool for marketing something akin to a GPS and provide a foothold in terms of their standards as being adopted and co opted as a Rising Star s own in the process of iteratively migrating from relative weakness to absolute strength The Monopolists are not the enemy but on the contrary they are catalysts In his book *The Big Fishes Make the Best Sushi* Pasi A Pietikainen establishes a brave new world of Natural Monopolist powered Rising Star marketing through tracing and classifying the prospects comfort zone autopiloted thinking into pronounced circumstances of the mind known as Occupational Psychoses and redefines marketing as getting the prospects caught responding to things that have already changed Keywords New Growth Renewal Disruptive Innovation Asymmetric Marketing Business Development Industrial Management Leadership Management Strategy Research Development Preemptive Market Leader Proprietary Technology Start Up Innovator s Dilemma Crossing the Chasm Clayton M Christensen Geoffrey A Moore

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The Publishers Weekly, 1998

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