

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)

"Edward de Bono...jolts our minds into new pathways of thought."—*Success* magazine

Sur Petition Creating Value Monopolies When Everyone Else Is Merely Competing

Neville Bain, Bill Mabey



Sur Petition Creating Value Monopolies When Everyone Else Is Merely Competing:

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 BOOK JACKET Title Summary field provided by Blackwell North America Inc All Rights Reserved Sur/petition Edward De Bono, 2002-11 The inventor of lateral thinking and bestselling author of Serious Creativity shows the need to move beyond old competitive strategies into the new emerging game of Sur petition Drawing on his huge experience with companies around the world Edward de Bono sets out to show that the rules of business have now changed Businessmen and companies must now go beyond competition to Sur petition if they are to stay ahead of the game Since its first publication this book has become required reading for many in business Competition with its focus on what others are doing is only the baseline for survival Sur petition focuses on value creation valufacture going beyond traditional strategic competition to exploit the vast potential of integrated values that surround the purchase and use of products and services In the complex world of today making the best mousetrap or motor car is no longer enough Edward de Bono: Love Laterally Sarah Tucker, 2024-11-07 Edward de Bono polymath writer and philosopher spent his life showing people how to use their brains creatively to disrupt traditional ideas and ways of doing things He mixed socially with powerful people but he never stopped challenging their limited beliefs He travelled the globe bringing his lateral thinking techniques to schools corporations and leaders in crisis Adored by advertising agencies misunderstood by the media and mistrusted by academia

De Bono became a household name dominating the field of creative thinking for half a century. With contributions from de Bono's former wife Josephine de Bono, Sir Tony Blair, HRH Prince Philip and many others who knew de Bono, plus rare photographs from his family, 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 head on. — Ranier Fsadni, Times of Malta

Edward de Bono sideways timesofmalta.com

Book Review by Michael Hewitt, Gleeson School of Thinking

Love Laterally is a 2024 book about Edward de Bono by Sarah Tucker. The book truly lives up to its snappy name. There is lots of love. There is lots of lateral thinking. I enjoyed it immensely and also learned a lot about a man that I 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, 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 author: 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. She 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.

The Monk/manager and the Road to Abbey-management Eric R. J. Lefebvre, 1997

The Cultural Side of Innovation Dany Jacobs, 2013-11-12

In most discussions about the knowledge based economy, innovation is associated or even equated with technology while culture's influence is ignored. Innovation is however embedded in cultural and social contexts and neglecting these crucial contexts may impede an innovation's diffusion and eventual success. This book places culture at the

center of discussions on innovation beginning with a comprehensive introduction to innovation's various forms including the history sociology and economics of innovation Insights from marketing and psychology are integrated into a complexity theory framework which are then utilized to evaluate case studies of organizations experiencing repeated innovation successes The sometimes fraught relationship of firms to creativity is discussed and a new model for calculating the creativity of an economy is presented

The People Advantage Neville Bain,Bill Mabey,2016-07-27 The main source of competitive advantage for an organisation rests in its people Many companies claim that its people are the greatest asset of the company but the evidence is that few behave accordingly Indeed when managers are appointed to new important positions such as their first general management position few receive any special training for this role The evidence is that most appointees are appointed on the basis of their track record and not through any attempt to evaluate the new position and to match the candidate's objectively measured skill base against the core competencies needed for that job This book demonstrates the many ways that the careful selection of individuals and teams can add value to the enterprise It also demonstrates that there are methods by which teams can be enhanced through utilising and understanding the diversity of the different styles of the individuals

Creative Spaces for Qualitative Researching: Living Research Joy Higgs,Angie Titchen,Debbie Horsfall,Donna Bridges,2012-01-01 Creative Spaces for Qualitative Researching Living Research This book looks inward at researchers who are seeking to live their research to embody the principles methodologies and ethical conduct that comprises their research strategies And it looks outward at the living world as the focus of qualitative research From both perspectives the editors and authors of this book have created spaces for qualitative research that provide critical and creative frameworks for conducting and living their research A rich variety of research voices and lives are illuminated liberated and revealed in the book There are five sections in the book Researching Living Practices Doing Creative Research Being a Creative Researcher Co Creating Qualitative Research in Creative Spaces Becoming Transformed Through Creative Research

Leading and Managing Creators, Inventors, and Innovators Elias G. Carayannis,Jean-Jacques Chanaron,2007-03-30 The development of an enterprising culture is a primary objective of progressive nations and organizations While entrepreneurship may occur as a natural result of personal drive it occurs most often most robustly and is most sustainable in environments designed to encourage it This book showcases emerging research theory and practice in the management of creativity invention innovation and entrepreneurship Featuring cases and examples from around the world and from a diverse array of industries the authors explore such issues as organizational design knowledge management and technology transfer providing valuable insights for researchers educators students technology professionals business executives scientists and policymakers concerned with promoting entrepreneurship and its impact on organizational and economic growth

Management Systems and Organizational Performance Martin F. Stankard,2002-06-30 Organizations can and must be viewed as systems This may be the only means of achieving or

exceeding the crucial ISO9000 standard of performance Stankard's research proves that there are ways to design management actions that will enable organizations to facilitate goal oriented performance L While evidence suggests that world class firms continuously improve their products and processes their techniques vary This book gives you a framework for understanding how all of the new management techniques even the fads fit or usually do not fit your own business and offers insight into avoiding potential business disasters Identifying an organizational revolution built on cycles of planning action learning and on a humanized scientific method Stankard shows how firms that have won the Baldrige Award for performance excellence do in fact excel in the marketplace and on Wall Street This is a unique book for middle to upper management especially in the operations information systems human resource quality assurance and strategic planning functions but also for those involved in state quality award programs nationwide For general managers of small to medium size firms or profit centers Stankard's work will be an especially useful guide to gaining a competitive edge out of ISO9000

The Future of Tourism Eduardo Fayos-Solà, Chris Cooper, 2018-08-22 This book presents the foundations for the future of tourism in a structured and detailed format The who is who of tourism intelligence has collaborated to present a definitive blueprint for tourism reflecting the role of science market institutions and governance in its innovation and sustainability The book adopts a comprehensive approach exploring recent research and the latest developments in practice to inform the reader about instruments and actions that can shape a successful future for tourism Broad in scope the book incorporates the perspectives of leading tourism academics as well as the views of tourism entrepreneurs destination managers government officials and civil leaders The book is divided into three parts the first of which addresses the scientific facets of innovation analyzing the challenges and opportunities that technology provides for organic and disruptive developments in tourism which will shape its future In turn the second part examines socio cultural paradigms with a view to dismantling traditional barriers to innovation It also explores the role of heritage and the ethics of inclusiveness as drivers for sustainable tourism The third part investigates new ways and means in governance and policy making for tourism It introduces advances such as strategic positioning symbiotic partnerships and innovative management and closes by presenting governance frameworks for an inclusive and sustainable future of tourism

Selling is Dead Marc Miller, Jason Sinkovitz, 2012-06-29 A manifesto for reinventing the sales function Selling Is Dead argues that selling teams and growth motivated organizations must change to remain competitive It presents a new selling framework based on research that indicates that buyer behavior can be modeled and that large sales and small sales are fundamentally different This new framework provides salespeople with a practical structure for giving buyers significantly more value for their dollar value well beyond the products and services being sold Rather than focusing on one selling model regardless of the type of sale this book offers four different types of large sales and presents specific strategies for succeeding at each Many sales organizations are systematically mismanaging their selling opportunities and failing to optimize their markets Through effective selling models illustrative case studies and

examples and real world anecdotes Selling Is Dead brings strategy and efficiency to sales and shows every sales based business how to reap the rewards **Leaders' Digest** J. Edwin Dietel,1996 *Entrepreneur* ,1992-07 Transformation Thinking Joyce Wycoff,Tim Richardson,1995 A must have for managers teachers trainers consultants and anyone who wants to grow creatively Every page contains something new and thought provoking Arthur Van Gundy Univ of Oklahoma

Sustainable Quality Improvements for Isotope Dilution in Molecular Ultratrace Analyses Yves

Tondeur,2024-04-27 Sustainable Quality Improvements for Isotope Dilution in Molecular Ultratrace Analyses Fitness for Purpose Performance Based Criteria and Measurement Uncertainty uses a novel Sustainable Quality Improvement SQI framework with the aim of helping to re introduce much needed flexibility and restore accountability and integrity necessary for developing confidence in products obtained with these specialty assays The book can also be used as a comprehensive reference text for data and information on matrix specific target analytes detection quantitation limits and measurement of uncertainties for planning purposes congeners profiles multi phasic multi component and multi analyte samples processing flow charts and useful definitions of the underlying technology relevant terminologies The SQI framework around which the book is constructed paves the way for the innovative technological solutions described in the book and is powered by three key elements Fitness for Purpose Data Quality Objectives Performance Based Measurement System flexibility latitude and Measurement Uncertainty accountability Together they facilitate the development and validation of advanced methodologies to resolve many of the contemporary issues associated with continuously evolving and demanding regulatory requirements A stronger focus on effective performance feedback is demonstrated to help laboratories rethink their own approach to quality improvements Aims to bring back a more scientific approach and critical thinking in the use of crucial isotope dilution techniques in analytical labs Provides an extensive introduction of Sustainable Quality Improvements SQI frameworks as a new paradigm to chemical analysis challenges Pushes the reader to think outside the box by presenting creative and innovative ways to handle QA QC in a challenging environment where analytical laboratory results have a huge impact on decision makers **Indian Review of Books** ,1992 *Strategic Business Planning* Clive Reading,1993 Strategic business planning SBP is a process developed by the author of this book and successfully implemented in many organizations *The Academy of Management Review* Academy of Management,1992 HR Focus ,1991 Utile e dilettevole! Creatività: risolvere i problemi e divertirsi Claudio Nutrito,2016-07-21 Essere creativi e divertirsi una bella sfida ma con questa guida pratica divertente e coinvolgente sar pi semplice La creativita ha due espressioni fondamentali l una utile e l altra dilettevole Una differenza che non sempre e' cos netta poich e' che utile pu rivelarsi anche divertente e viceversa L autore esperto di marketing e consulente per la formazione aziendale individua quali sono le tecniche per trovare idee di utilita pratica e guardare in un ottica nuova alle soluzioni dei problemi semplici e complessi generando idee e tecniche che riescano a rilassarci e divertirci Dai nemici della creativita al pensiero parallelo dal giocare con i paradossi fino ai sillogismi bislacchi

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