

# Product Guru

Dr. Ope Banwo

**The Marketing Gurus** Chris Murray,2006 Soundview is bringing together summaries of seventeen essential marketing classics in a single volume that includes one all-new, previously unpublished summary. The Marketing Gurus distills thousands of pages of powerful insights into less than three hundred, making it an ideal resource for busy professionals, business students, and anyone curious about how marketing has evolved.--BOOK JACKET.

*The Influential Product Manager* Ken Sandy,2020-01-14 This book is a comprehensive and practical guide to the core skills, activities, and behaviors that are required of product managers in modern technology companies. Product management is one of the fastest growing and most sought-after roles by job seekers and companies alike. The availability of trained and experienced talent can barely keep up with the accelerating demand for new and improved technology products. People from nontechnical and technical backgrounds alike are eager to master this exciting new role. The Influential Product Manager teaches product managers how to behave at each stage of the product life cycle to achieve the best outcome for the customer. Product managers are under pressure to drive spectacular results, often without wielding much direct power or authority. If you don't know how to influence people at all levels of the organization, how will you create the best possible product? This comprehensive entry-level textbook distills over twenty years of hard-won field experience and industry knowledge into lessons that will empower new product managers to act like pros right out of the gate. With teaching experience both from UC Berkeley and Lynda.com, the author boils down the most complex topics into principles that are easy to memorize and apply. This book methodically documents the tools product managers everywhere use to align their teams with market needs and organizational goals. From setting priorities to capturing requirements to navigating trade-offs, this book makes it easy. Not only will your product succeed, you'll succeed, too, when you read the final chapter on advancing your career. Let your product's success become your success!

**PRODUCT POLICY AND BRAND MANAGEMENT, Fourth Edition** CHITALE, AVINASH K.,GUPTA, RAVI,2020-06-01 The book, now in its fourth edition, continues to elucidate the concepts and topics of Product Policy and Brand Management in a concise and clear manner. The text has been further enriched by introducing more case studies based on various mobile phones and smartphones as well as on generic drugs and pharmaceuticals to explain and highlight the concept of branding process. In addition, there are case studies on new product development, branding of foods, their positioning and pricing strategy. The book has been systematically divided into four parts. Part I on Fundamentals of Product Management throws light on the concepts of product and its management, role of product managers, product life cycle, diffusion models, developing a product manager, and the product planning system and strategies. Part II on New Product Development and Its Barriers explains the challenges that are faced by a new product during its development, the test marketing stages and its alternatives, launching a product, future trends of product management and success stories. Part III on Brand Management defines branding, branding decisions, brand equity, brand identity, and brand positioning. Whereas, Part IV "Live Case Studies" exclusively includes 40 live cases that provide analytical and practical insights to the readers on the discussed concepts. The text is primarily intended for the students of MBA, MMS, and ME/MTech (Industrial Management). Besides, the book is also a valuable source for practicing managers. TARGET AUDIENCE • MBA • MMS • ME/MTech (Industrial Management)

The Toyota Product Development System James Morgan,Jeffrey K. Liker,2020-10-28 The ability to bring new and innovative products to market rapidly is the prime critical competence for any successful consumer-driven company. All industries, especially automotive, are slashing product development lead

times in the current hyper-competitive marketplace. This book is the first to thoroughly examine and analyze the truly effective product development methodology that has made Toyota the most forward-thinking company in the automotive industry. Winner of the 2007 Shingo Prize For Excellence In Manufacturing Research! In *The Toyota Product Development System: Integrating People, Process, and Technology*, James Morgan and Jeffrey Liker compare and contrast the world-class product development process of Toyota with that of a U.S. competitor. They use extensive examples from Toyota and the U.S. competitor to demonstrate value stream mapping as an extraordinarily powerful tool for continuous improvement. Through examples and case studies, this book illustrates specific techniques and proven practices for dealing with challenges associated with product development, such as synchronizing multiple disciplines, multiple function workload leveling, compound process variation, effective technology integration, and knowledge management. Readers of this book can focus on optimizing the entire product development value stream rather than focus on a specific tool or technology for local improvements.

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*The Product Creation Guru* Jim Stephens,2020-03-09 I'm going to show you the oh so simple secrets of creating effective, profitable information products. These are the very same SIMPLE secrets used by information product gurus. Simple yes, but also deadly effective and hugely profitable... There are so many advantages to creating information products that it's hard to list them all, but here are a few: Information products are extremely easy to produce. Information products are extremely cheap to produce. When you start most businesses you go straight into debt. You might have to buy or rent premises, buy your stock, fit out a store, install technology etc etc and before you know it you're \$50,000 in debt be-fore you even start trading. Selling information products online is a way to start your own business with little or sometime NO overheads.

*Reignition* Dave Hersh,2024-04-22 A Secret Playbook for Transforming Stuck Startups Nine out of ten startups fail. Even venture capital firms make most of their returns on one out of ten investments hitting the proverbial “home run.” But in the media—and our culture—we glorify those success stories, leaving little room for the difficult side of entrepreneurship. Naturally, founders attempt to replicate the success of those winners by raising too much, scaling too quickly, and destroying themselves in pursuit of the much-celebrated “unicorn” status. But for those that aren’t in that 10% of hyper-growth companies, there is another path. In *Reignition: Transforming Stuck Startups into Breakout Winners*, entrepreneur, investor, and advisor Dave Hersh skillfully outlines how to transform a stuck startup into a lean, disciplined, focused organization with the time, space, and market position to find a breakout move. Dave’s perspective on startup transformation is unique, timeless, and in high demand from entrepreneurs worldwide who feel stuck. Drawing on his own experience and others’ stories of triumph and failure, Dave shows how companies can recover from a near-death experience and have a profoundly successful second act on a grand stage. Readers will learn how to shed unnecessary weight, adapt their leadership style, find their “best in the world” offering, optimize culture, and patiently navigate toward larger-scale success. Dave Hersh has a clear and vital message for startup founders, leaders, and stakeholders who find themselves stuck: All hope is not lost, but you must transform to survive. Bolstered by real-life stories of successful turnarounds, interviews with industry experts, and “hard lessons” from Dave’s own experiences,

Reignition provides a clear and practical playbook for getting a company through the transition from stuck to great. Reignition is for anyone involved in the hard work of launching a successful second act, including startups and growth companies with \$1M to \$100M in revenue that have tasted success but need a different game plan to make it to the next level. Whether you are a founder, CEO, executive, advisor, or board member, this book will show you the path to successful transformation. Dave's ability to go deep into the human side of company-building—along with his vulnerability, accessibility, and real-world experience—makes the reader feel like Dave is “in the boat” with them as they go through the difficult journey of rebooting their startup. Readers will gain the confidence to transform their companies, the skills to do it, and the reassurance that they are not alone.

*Building Products for the Enterprise* Blair Reeves, Benjamin Gaines, 2018-03-09 If you're new to software product management or just want to learn more about it, there's plenty of advice available—but most of it is geared toward consumer products. Creating high-quality software for the enterprise involves a much different set of challenges. In this practical book, two expert product managers provide straightforward guidance for people looking to join the thriving enterprise market. Authors Blair Reeves and Benjamin Gaines explain critical differences between enterprise and consumer products, and deliver strategies for overcoming challenges when building for the enterprise. You'll learn how to cultivate knowledge of your organization, the products you build, and the industry you serve. Explore why: Identifying customer vs user problems is an enterprise project manager's main challenge Effective collaboration requires in-depth knowledge of the organization Analyzing data is key to understanding why users buy and retain your product Having experience in the industry you're building products for is valuable Product longevity depends on knowing where the industry is headed

**Entrepreneurship For Dummies** Kathleen Allen, 2011-04-18 Today's business marketplace is filled with news of small business and entrepreneurs making it big. *Entrepreneurship For Dummies* brings everything the reader needs to get started in business into one package. From developing an opportunity and coming up with a concept to actually creating the company, this book guides readers step-by-step. Included are all the procedures necessary to create a successful business. Learn how to know your customer, test and protect your product, test distribution, and create a business plan. Discover how to find the best legal structure, business model, organization plan, marketing plan, and financial plan.

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**The Software License Unveiled** Douglas E. Phillips, 2009-06-01 Millions of computer users regularly bind themselves to software license terms with the click of a mouse, usually without reading anything but the word agree. Licenses for software as diverse as Microsoft Windows and Linux, and terms of use for websites such as Facebook, are all subject not only to intellectual property and commercial law, but also to the private law of the license, which comes in many forms, each with its advocates. Microsoft, for example, maintains that its proprietary model gives users the rights they need while creating the incentives that have made the United States the global software leader, while Richard Stallman - creator of the GNU General Public License and author of a number of free software programs - asserts that proprietary

licensing enables software companies to hoard software they should be sharing. In *The Software License Unveiled*, Douglas Phillips looks at both of these extremes and questions how these proliferating but largely unread license terms affect access to software, one of the economy's most valuable resources. While highlighting the obvious divergences, he makes the more illuminating case that most current models - spanning the spectrum from proprietary to free - have one key feature in common: to an increasing extent, each license model extends, modifies, or displaces public law that would otherwise apply. Unlike books that advocate one form of licensing or another, this one reframes the debate to propose that going forward a key challenge for lawyers, scholars, policymakers, and the public is to consider whether legislation by license should be the means for controlling software access.

Product Management Simplified Gurucharan Raghunathan, Lokesh Kannaiyan, 2022-01-06 More than 80% of the PMs are not having clarity on the right resources to become a PM • Nearly 50% of the PMs are taking more than 12 months to gain awareness of the different roles and responsibilities of a PM • Nearly 60% of the PMs are taking more than 6 months to learn the fundamental concepts of a PM This book is crafted with the step-by-step procedure, case studies and proven methods to get your product management basics right. This book also provides a structured approach to transition into product management from diverse disciplines such as engineering, project management, sales, marketing and customer support. Testimonials Product Management Simplified is a great starting guide for an aspiring Product Manager. Laid out in a very illustrative and easy to read manner, the book does a very good job of hand holding the reader through the various nuances and techniques of product management... - Raghu Ramanujam, Director of Product Management, Flipkart Experienced PMs can get benefitted by connecting all the dots by leveraging comprehensive coverage of Product Management fundamentals and relevant frameworks.. – Javed Beg, Director of Product Management, Oracle I highly recommend this book to anyone who is exploring product management as a career choice or anyone who wants to move to the next level in their PM journey... – Dinesh V, VP Product Management, OrangeScape ...Guru and Lokesh have laid out the steps to effective and successful Product Management through insightful data, lucid representation and witty presentation... - Arks Srinivas, President, Career Launcher Educate Ltd.

*The Guru Guide to Entrepreneurship* Joseph H. Boyett, Jimmie T. Boyett, 2002-03-14 What qualities does it take to be a successful entrepreneur? Are some business ideas better than others, and how can I pick the one that's right for me? How do I obtain financing to start a business? How do I write a successful business plan? What is the secret to finding and keeping customers? How do I find, hire, motivate, and retain great employees? For answers to these and other critical questions on the minds of every entrepreneur and aspiring business owner today, there is no better source than those who have been there and done it. Few entrepreneurs have achieved the level of business success realized by the gurus covered here. Now you can find out what they have to say about the most practical aspects of starting and succeeding in the business of your dreams. The Guru Guide(TM) to Entrepreneurship is an indispensable source of inspiration and ideas for anyone who runs, or dreams of running, a business of their own. Some of the Gurus you'll meet: Paul Allen, cofounder, Microsoft Corporation J. Walter Anderson, cofounder, White Castle Mary Kay Ash, founder, Mary Kay Cosmetics Jeff Bezos, founder, Amazon.com Richard Branson, founder, the Virgin Group Charles Brewer, founder, Mindspring.com Warren Buffett, owner, Berkshire Hathaway Ben Cohen, cofounder, Ben & Jerry's Ice Cream Michael Dell, founder, Dell Computers Debbi Fields, founder, Mrs. Fields Cookies, Inc. Bill Gates, cofounder, Microsoft Corporation Earl Graves, founder, Black Enterprise Steve Jobs, cofounder, Apple Computer, Inc. Herb Kelleher, founder, Southwest Airlines Phil Knight, cofounder, Nike Corporation Ray Kroc, founder, McDonald's Corporation Edwin Land,

founder, Polaroid Corporation Charles Lazarus, founder, Toys R Us Bill Lear, founder, Lear Jet Corporation Tom Monaghan, founder, Domino's Pizza Akio Morita, cofounder, Sony Corporation Fred Smith, founder, Federal Express Thomas Stemberg, cofounder, Staples, Inc. Dave Thomas, founder, Wendy's International, Inc. Jay Van Andel, cofounder, Amway Corporation Sam Walton, founder, Wal-Mart Stores, Inc.

**Differentiate** Bob Witsil, 2010-08-06 The purpose of this book is to raise the reader's strategic thoughts to a level where he or she will be able to out-smart their competition. The stratagems portrayed in this book will encourage the reader to think 'outside the box'. Each scenario is a stand-alone experience where a differentiator influenced a competition. Although subjects in the scenarios have been altered to mask their identity, solicitations have been bundled to avoid recognition and plots have been embellished to make them entertaining, each scenario is an actual extraction from my extensive marketing experience. Use these experiences as a thought provoking tool. Remember, a Do Good strategy will get you into the finals; a differentiator will get you a win.

**The Guru Guide to Marketing** Joseph H. Boyett, Jimmie T. Boyett, 2003-02-25 Discusses the newest marketing concepts. The Guru name is synonymous with expert, candid advice. The Guru format provides an easy reference to a wide range of ideas and practices.

**One Time Offers Uncovered** R.K., Here's your chance to learn how to double or even triple the profits you make on every sale, no matter the product or service you offer. The technique you are about to learn about is One Time Offers - new, easy-to-use and the best part of all - it works! The best part of this marketing technique? It doesn't cost much money to use or learn! By now you've heard of the up sell. Most people in sales and marketing get stuck in a rut. They try to up sell their customer's without realizing the true power behind other, more effective marketing tactics like the one time offer, or OTO.

**Why Smart Companies Do Dumb Things** Calvin L. Hodock, 2010-09-09 Innovation is the lifeblood of American business. Without the creativity to find the next must-have product or service, companies quickly lose their competitive edge. Knowing this, corporate leaders invest heavily in research and development. Notwithstanding the dollars spent on R & D, the fact remains that better than 90 percent of innovation initiatives fail to achieve their return-on-investment targets. Poor management decisions and lack of marketplace savvy often undermine even huge research efforts. Can America continue to be a formidable global competitor with this kind of failure rate? Taking a case history approach, Calvin Hodock examines eight typical innovation blunders that continually doom new product development. From misjudging the market and dead-on-arrival products to fatal frugality and timetable tyranny, he discusses not only why such mistakes occur but also the dire consequences to both investors and employees. When Polaroid declared bankruptcy, because it missed the digital imaging trend, the company's employees lost their retirement and pension benefits. Now the failure of the American automobile industry to create gotta have cars threatens to wreak long-term havoc in a large segment of American workers. Among the problems Hodock points to are breakdowns in the marketing research process, marketing dishonesty, lack of real-world preparation among newly graduated MBAs, CEOs under pressure to deliver unrealistic earning targets, clueless boards of directors, and the general absence of accountability. After analyzing each problem, Hodock emphasizes the lesson learned and concludes with a list of best practices for successful innovation. He shows how even modest improvements in the innovation process can double the bottom line for any company while making their shareholders more prosperous and happier. Hodock's incisive analysis and illuminating new approaches to successful development and marketing are must reading for students of business, seasoned corporate executives, and anyone interested in the future of American business. Calvin L. Hodock (Skillman, NJ) is professor of marketing at Berkeley College, Garret Mountain

and Middlesex Campuses, an adjunct professor at New York University's Stern School of Business, and a guest lecturer at the University of Pennsylvania's Wharton School of Business. He is the former chairman of the board of the American Marketing Association, the world's largest professional marketing society. He is also on the board of directors for NuVim, Inc. He has previously published for the American Marketing Association, McGraw-Hill, and the Advertising Research Foundation.

When the Breakup Has No Makeup, It Is Time to Wake Up! P.H. Jones, 2010-11-23 This book is about going through the fire of a breakup, with a brokenness in your heart that burns so deep and pain so extreme that you don't know what to do! You wake up one morning, and your life has changed forever. It's time to get back to living, turning this life lesson into a new beginning. Going through a mental boot camp with eye-opening examples of how to repair, restore and reclaim your life so you can live, love and laugh again. Find your sense of purpose one day at a time.

*The Unicorn Within* Linda K. Yates, 2022-10-25 Imagine if the multinational hotel groups had founded Airbnb, or the big auto companies had launched Uber and Tesla, or Blockbuster had created Netflix. Large companies can start new ventures. You have ideas, talent, brand, capital—you have customers—you can strike back. In *The Unicorn Within*, Mach49 founder and CEO Linda Yates empowers large companies to beat startups at their own game—to build a pipeline and portfolio of new ventures to drive meaningful growth. How? With a teachable, repeatable, scalable method focused 100 percent on execution across the spectrum of venture creation from Ideate to Incubate, Accelerate, and Scale. She also offers keys to managing the Mothership and seizing the Mothership advantage to ensure your ventures reach escape velocity and thrive. And don't stop at just one venture. Yates also lays out her blueprint for building a Venture Factory capable of becoming your company's growth engine for years to come. The next Unicorns don't have to come from Silicon Valley. Regardless of your company's industry, geography, or history, they can come from you. Whether you're the CEO, a member of the C-suite, or an internal entrepreneur, you can help your company grow. With this book's proven method, you can unleash the Unicorn within.

*Confession Of A Guru Wannabe* Dr. Ope Banwo, The Explosive True Story of How an Internet Newbie Overcame Obstacles to Achieve Explosive Success Online ...And How His Confessions Can Help You Succeed Too!

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