



By W. Chan Kim, Renée Mauborgne





Blue Ocean Strategy, Expanded Edition: How to Create Uncontested Market Space and Make the Competition Irrelevant By W. Chan Kim, Renée Mauborgne

The global phenomenon that has sold 3.5 million copies, is published in a record-breaking 43 languages and is a bestseller across five continents—now updated and expanded with new content. This global bestseller, embraced by organizations and industries worldwide, challenges everything you thought you knew about the requirements for strategic success. Now updated with fresh content from the authors, *Blue Ocean Strategy* argues that cutthroat competition results in nothing but a bloody red ocean of rivals fighting over a shrinking profit pool. Based on a study of 150 strategic moves (spanning more than 100 years across 30 industries), the authors argue that lasting success comes not from battling competitors but from creating "blue oceans"—untapped new market spaces ripe for growth.

Blue Ocean Strategy presents a systematic approach to making the competition irrelevant and outlines principles and tools any organization can use to create and capture their own blue oceans. This expanded edition includes:

- A new preface by the authors: Help! My Ocean Is Turning Red
- Updates on all cases and examples in the book, bringing their stories up to the present time
- Two new chapters and an expanded third one—Alignment, Renewal, and Red Ocean Traps—that address the most pressing questions readers have asked over the past 10 years

A landmark work that upends traditional thinking about strategy, this bestselling book charts a bold new path to winning the future. Consider this your guide to creating uncontested market space—and making the competition irrelevant.

To learn more about the power of blue ocean strategy, visit blueoceanstrategy.com. There you'll find all the resources you need—from ideas in practice and cases from government and private industry, to teaching materials, mobile apps, real-time updates, and tips and tools to help you make your blue ocean journey a success.

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• Sales Rank: #2962 in Books

• Brand: imusti

Published on: 2015-01-20Original language: English

• Number of items: 1

• Dimensions: 9.25" h x 6.25" w x 1.25" l, 1.01 pounds

- Binding: Hardcover
- 320 pages

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Editorial Review

Review

"Blue Ocean Strategy" is the most successful book on business master-planning in recent years." — The **Economist**

"A great read for any leader looking to get a real edge in business and establish a real competitive advantage in the market." — *Qantas The Australian Way*

Praise for Blue Ocean Strategy:

- A bestseller across 5 continents
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- Translated into 43 languages
- A Wall Street Journal, BusinessWeek, and Fast Company bestseller
- Thinkers50 Strategy Award for Best Business Book of the decade
- The Fast Company Leadership Hall of Fame
- Winner of the Carl S. Sloane Award for Excellence in Management Consulting

About the Author

W. Chan Kim and **Renée Mauborgne** are Professors of Strategy at INSEAD and Co-Directors of the INSEAD Blue Ocean Strategy Institute. They are the authors of *Blue Ocean Strategy*, which has sold over 3.5 million copies, is being published in a record-breaking 43 languages, and is a bestseller across five continents. They are ranked No. 2 in The Thinkers50 listing of the World's Top Management Gurus and are the recipients of numerous academic and management awards including the Nobel Colloquia Prize for Leadership on Business and Economic Thinking, the Carl S. Sloane Award by the Association of Management Consulting Firms, the Leadership Hall of Fame by *Fast Company*, and the Eldridge Haynes Prize by the Academy of International Business among others. Kim is an advisor to several countries and Mauborgne is a member of President Barack Obama's Board of Advisors on education.

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