

GLOBAL DIGITAL BUSINESS

A Perspective for Creating **B2B** Value

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ebook

Global Digital Business Ibms Perspective For Creating Stealth B2b Value

Harry B. DeMaio, CISSP



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Periodicals Index ,2001 **Global Digital Business** ,2002 *THE DEFINITIVE GUIDE TO B2B DIGITAL*

TRANSFORMATION Fred Geyer,Joerg Niessing,2020-05-26 This book guides B2B leaders along a step by step path to uncommon growth through three transformative shifts The Digital Selling Shift to digital demand generation The Digital Customer Experience Makeover to digital customer engagement The Digital Proposition Pivot to data powered digital solutions The Definitive Guide is informed by the work of Fred Geyer at Prophet a leading digital transformation consultancy and Joerg Niessing at INSEAD a global standard bearer for business education Rich case studies from Maersk Michelin Adobe and Air Liquide with best practices from IBM Salesforce com Thyssenkrupp and scores of leading B2B companies illustrate how putting customers at the heart of digital transformation drives uncommon growth Fred and Joerg map the route from customer insight to in market implementation for each transformational shift in four steps Where to Play Identify top customer growth opportunities How to Win Build the strategy to win customer preference What to Do Effectively deliver the strategy Who is Needed Assemble the team to make it happen The two biggest barriers to successful digital transformation effectively using customer data and enabling employees are addressed by outlining a clear path to navigate forward based on best practices from other leading companies The guide has won rave reviews from B2B leaders This book illuminates the secret sauce of digital transformation in the B2B space David Aaker renowned brand strategist and bestselling author A thought provoking exploration of three crucial transformational shifts for B2B companies Vincent Clerc CEO Maersk Ocean Logistics This is a great guide to applying best practices to the formidable challenge of digital transformation in complex markets and supply chains Dr Lars Brzoska Chairman of the Board of Management Jungheinrich AG By providing case examples and step by step assistance in determining where to play how to win what to do and who to win this book fulfilled my need for inspiring and pragmatic transformation guidance Lindy Hood Chief Customer Experience Officer Zurich Financial North America *Value in a Digital World* Francisco J. López Lubián,José Esteves,2018-05-23 An in depth examination of the concept of value in a digital world an analysis of a range of digital business models and a framework for assessing the value of digital businesses Assessing the value of traditional business was easy There are hard well tested metrics and tangible measurable assets you can literally kick the tyres of But how do you measure the value of something that consists of little more than bits of information brand awareness and a compelling idea In the winner takes all digital world how do you know if this idea is one that will attract billions of dedicated users or a few thousand fleeting

trialists And most importantly how do you assess whether any given business model is robust enough to make billions or flawed in a way that will lose millions Lopez Lubian and Esteves look at what economic value means in a digital world and argue for a shift from traditional value metrics to digital value metrics Through high profile case studies they examine the process of valuation in the digital world examining the challenges of making objective judgments from subjective information and how to assess the value of data Next they analyse in depth a number of different digital business models from the perspective of delivering value to investors stakeholders and society at large Finally they present a framework model for assessing value in digital business

Creating Value with Knowledge Eric L. Lesser, Laurence Prusak, 2004 This text examines a variety of important knowledge related topics such as the use of informal networks communities of practice the impact of knowledge on successful alliances and social capital and trust

B2B and Beyond Harry B. DeMaio, CISSP, 2001-11-07 A groundbreaking guide to forging trusting mutually beneficial B2B relationships Companies that have entered into B2B alliances may simultaneously be one and another's customers suppliers allies and competitors But in today's turbo charged environment how do companies take full advantage of the many benefits of B2B alliances while avoiding the obvious dangers of allowing potential competitors intimate access to their value chains In this groundbreaking book Harry DeMaio Director of Deloitte Touche's renowned Enterprise Risk Service Practice answers that question with the revolutionary concept of E Trust a proven strategy based on fostering business relationships based on mutual self interest and trust Writing for managers and corporate decision makers DeMaio explains the current state of B2B in an approachable entertaining fashion making difficult concepts easy to grasp He demonstrates the critical role that trust privacy and security issues play in the B2B environment and provides guidance on how companies in various industries engaged in B2B relationships must address their varying security and privacy needs Harry DeMaio Cincinnati OH is Director of Deloitte Touche's Enterprise Risk Service Practice

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