

The Market Space Leadership Process

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| <p>Introduction</p> | <ul style="list-style-type: none"> • Want to avoid head-to-head competition • Use The RapidKnowHow Market Space Leadership Model <p><i>Learn the 5 Steps to Build the New Industrial Gas Market Space</i></p> |
| <p>Building the New MarketSpace</p> | <ul style="list-style-type: none"> • An overview of what the new market space is and why building the new market space matter • Discover how to move from the service provider to the business integrator <p><i>Apply Program Management to save time and costs while increase sales</i></p> |
| <p>Establishing the Program Team</p> | <ul style="list-style-type: none"> • Setup the market space builder program • Use The RapidKnowHow Program Management Process and the Digital Leadership Model <p><i>Establish the Program Management Team and Get Started</i></p> |
| <p>Building the Foundation</p> | <ul style="list-style-type: none"> • Suggestions for a successful program delivery • Use The RapidKnowHow Strategy Map <p><i>Find Out your Current Strategic Position on the RapidKnowHow Strategy Map</i></p> |
| <p>Getting Started</p> | <ul style="list-style-type: none"> • Sketching out a strategy map that captures the steps to move from the current strategy position to the future goal • Use The RapidKnowHow Strategy Map: 5 Steps to The Integrator <p><i>Setup the detailed action plan and get started</i></p> |
| <p>5 Steps to Move to The Business Integration</p> | <ul style="list-style-type: none"> • Moving from the product/service provider to the business integrator 1. Becoming The Product Availability Provider 2. Becoming The Low-Cost Optimizer 3. Becoming The Total Gas Manager 4. Becoming The Innovation Business Model Provider 5. Becoming The Business Integrator <p><i>Become the leader in moving from the product/service provider to the business integrator</i></p> |
| <p>Conclusion</p> | <ul style="list-style-type: none"> • We have learned how to avoid head-to-head competition by creating the New Market Case • Use the Market Space Leadership Process to turn your goal into results step-by-step <p>RapidKnowHow offers strategic programs and executive coaching to help you turn your objective into results. Wish You All Success!</p> |