

The Way of the Warrior in Business: Battling for Profits, Power, and Domination – and Winning Big!

Donald Hendon



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The Way of the Warrior in Business shows you how to become a guerrilla marketing expert: you'll learn how to apply the military strategies and tactics of Sun-Tzu, Mao Tse-Tung, the U.S. Army, and others to attack your competitors, invade attractive markets, and defend market share to maximize your sales and profits.

The book provides assessment tools, checklists, action plans, and marketing tactics that you can use to: Win price wars, product wars, promotion wars, and channels of distribution wars; Repel attacks from big-name brands and actually defeat them; Win the battle for your customer's mind by positioning your brand appropriately; Effectively market your products and services - and yourself; Plan well - decide on the right things to do and do them right; Become more creative and out-think your competitors; Negotiate well and persuade people to do what you want them to do.

Whether you're the marketing manager of a Fortune 500 company or an entrepreneur or small business owner, The Way of the Warrior in Business will show you how to make winning a habit.

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