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The Competition
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Slywotzky, "value migration" is the flow of economic and shareholder value away from an increasingly outmoded business design toward others that are better equipped to create utility for customers and profit for the company. This book describes the skills that managers

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will need to identify value shifts in their own industries and to craft the key moves that w.

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"value migration": In "inflow," the initial phase, a company starts to absorb value from other parts of its industry because its business design proves superior in satisfying customers' priorities; the second phase, "stability," is characterized by business designs

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that are well matched to customer priorities and by overall competitive equilibrium; in "outflow," the third phase, value starts to move away from an organization's ...

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the shifting of value-creating
forces. Value migrates from
outmoded business models to

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business designs that are better able to satisfy customers' priorities. Marketing strategy is the art of creating value for the customer. This can only be done by offering a product or service that corresponds to customer needs. In a fast changing business

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environment, the factors that
determine value are constantly
changing. Adrian Slywotzky
described the concept of value
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