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Answering Machines Best Buy

Dylan Marron



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marketing advantages that smaller pioneers cannot hope to match imitators use the most prevalent strategy of all bullying their way into a pioneer's market on sheer power. In several cases a one-two punch or combination of strategies is often utilized by the imitator to remove any doubt regarding their dominance in the market and in the eyes of the public. Schnaars concludes that the benefits of pioneering have been oversold and that imitation compels recognition as a legitimate marketing strategy. It should be as much a part of a company's strategic arsenal as strategies for innovation.

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