



Business Model Innovation: Concepts, Analysis, and Cases

Allan Afuah

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Rooted in strategic management research, *Business Model Innovation* explores the concepts, tools, and techniques that enable organizations to gain and/or maintain a competitive advantage in the face of technological innovation, globalization, and an increasingly knowledge-intensive economy. The book investigates how organizations can use innovations in business models to take advantage of entrepreneurial opportunities from:

- Crowdsourcing and open innovation
- Long Tails
- Social media
- Disruptive technologies
- Less-is-more innovations
- Network effects
- Scarcity of complementary capabilities

The book also looks at the ways firms can use innovations in business models to exploit or defend against threats. With twelve supplementary cases to help readers apply the concepts and techniques, this book is a must-have for anyone looking to understand the fundamentals of business model innovation.

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