
THE GORILLA GAME

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**AN INVESTOR'S GUIDE TO
PICKING WINNERS IN
HIGH TECHNOLOGY**

The Gorilla Game An Investors Guide To Picking Winners In

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The Gorilla Game Geoffrey A. Moore, Paul Johnson, Tom Kippola, 1998 Geoffrey Moore reveals the dynamics behind the market for high tech stocks and outlines the forces that catapult a select number of companies to huge success The Gorilla Game is a must read for the thousands of high tech managers and marketeers who made his first two books best sellers as well as for all investors looking for a reliable guide to the rapidly changing world of high technology **The Gorilla Game**, 2010 **The Gorilla Game, Revised Edition** Geoffrey A. Moore, 2009-10-13 The Possibilities Are Staggering Had you invested 10 000 in Cisco Systems back in early 1990 your investment would now be worth 3 650 000 Similarly a 10 000 investment made in Microsoft in 1986 would be valued at more than 4 721 000 today 10 000 invested in Yahoo in 1996 would today be worth 317 000 How do you get in on those deals especially if you re not a Silicon Valley insider How do you buy the high tech winners and avoid the losers How do you find the Yahoo s Microsofts and Ciscos of tomorrow The answers are here in this newly revised edition of the national bestseller The Gorilla Game The book reveals the dynamics driving the market for high tech stocks and outlines the forces that catapult a select number of companies to gorilla status dominating the markets they serve in the way that Yahoo dominates internet portals Microsoft dominates software operating systems and Cisco dominates hardware for data networks Follow the rules of The Gorilla Game and you will learn how to identify and invest in the gorilla candidates early on while they are still fighting for dominance and while their stocks are still cheap When the dust clears and one company clearly attains leadership in its market you ll reap the enormous returns that foresighted investors in high tech companies deserve This new edition of The Gorilla Game has been updated and revised throughout with new focus and new insights into choosing the internet gorillas the companies that are destined to dominate internet commerce Bestselling author Geoffrey A Moore is one of the world s leading consultants in high tech marketing strategy Here you ll find his groundbreaking ideas about technology markets that made his previous books bestsellers combined with the work of Paul Johnson a top Wall Street technology analyst and Tom Kippola a high tech consultant and highly successful private investor Together they have discovered and played the gorilla game and now give readers the real rules for winning in the world of high tech investing Step by step you ll learn how to spot a high tech market that is about to undergo rapid growth and development how to identify and spread investments across the potential gorillas within the market and how to narrow your investments to the single emerging leader the gorilla as the market matures High tech investing can be extremely risky but investors who learn to play the gorilla game can avoid many of the traps and pitfalls and instead start capitalizing on untold profits Personal wealth is only a gorilla game away *Summary: The Gorilla Game* BusinessNews Publishing, 2014-10-14 The must read summary of Geoffrey Moore Paul Johnson and Tom Kippola s book The Gorilla Game An Investor s Guide to Picking Winners in High Technology This complete summary of the ideas from Geoffrey Moore Paul Johnson and Tom Kippola s book The Gorilla Game shows how the real challenge in business is how to identify the potential

star performers of tomorrow before their stock becomes highly valued in the marketplace In their book the authors explain how gorilla game investing is a strategy designed to answer that challenge It focuses specifically on high technology stocks and industry sectors Within those sectors a gorilla is a market leading company with a dominant position This summary demonstrates gorilla game investing and how it can lead to huge profits Added value of this summary Save time Understand key concepts Expand your knowledge To learn more read The Gorilla Game and discover the key to finding the future giants and making the right investment

The Warren Buffett Portfolio Robert G. Hagstrom, 2000-11-20 The Warren Buffett Way provided the first look into the strategies that the master uses to pick stocks A New York Times bestseller it is a valuable and practical primer on the principles behind the remarkable investment run of the famed oracle of Omaha In this much awaited companion to that book author Robert Hagstrom takes the next logical step revealing how to profitably manage stocks once you select them THE WARREN BUFFETT PORTFOLIO will help you through the process of building a superior portfolio and managing the stocks going forward Building a concentrated portfolio is critical for investment success THE WARREN BUFFETT PORTFOLIO introduces the next wave of investment strategy called focus investing A comprehensive investment strategy used with spectacular results by Buffett focus investing directs investors to select a concentrated group of businesses by examining their management and financial positions as compared to their stock prices A strategy that has historically outperformed the market focus investing is based on the principle that a shareholder's return from owning a stock is ultimately determined by the economics of the underlying business Hagstrom explains in easy to understand terms exactly what focus investing is how it works and how it can be applied by any investor at any level of experience He demonstrates how Buffett arranges his stocks in a focus portfolio and reveals why this is as responsible for his incredible returns as the individual stocks he picks Ultimately Hagstrom shows how to use this technique to build and manage a portfolio to achieve the best possible results

The Essential Buffett Robert G. Hagstrom, 2002-02-28 Applying Buffett's principles to technology and international investing From the bestselling author of The Warren Buffett Way and The Warren Buffett Portfolio comes The Essential Buffett Timeless Principles for the New Economy In this fresh take on Buffett's irrefutable investment methods Robert Hagstrom shows readers how to apply Buffett's principles to technology and international investing using real life case studies of successful fund managers like Legg Mason's Bill Miller Following the Buffett model Hagstrom explains Buffett's four timeless principles 1 analyze a stock as a business 2 demand a margin of safety for each purchase 3 manage a focus portfolio 4 protect yourself from the speculative and emotional forces of the market Then Hagstrom shows how Buffett's thinking can be applied in the new economy addressing technology investing international investing small cap stocks and socially responsible investing Perhaps most valuable are Hagstrom's insights into the psychology behind Buffett's focus investing For the first time we are given sure fire guidelines on how to become a winning Buffett disciple The Essential Buffett will include convenient sidebars featuring key Buffett ideas enabling readers to

quickly compare Buffett's fundamental tenets InfoWorld ,1998-08-17 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects **CIO** ,1998-06-15 **Kiplinger's Personal Finance** ,1998-04 The most trustworthy source of information available today on savings and investments taxes money management home ownership and many other personal finance topics **Warren Buffett** Robert G. Hagstrom,2021-03-09 In Warren Buffett Inside the Ultimate Money Mind Hagstrom breaks new ground with a deep analysis of Buffett's essential wisdom an intricate mosaic of wide ranging ideas and insights that Buffett calls a Money Mind What exactly is a Money Mind At one level it's a way of thinking about major financial issues such as capital allocation At another level it summarizes an overall mindset for successfully investing in today's fast paced stock market a mindset that depends on a commitment to learning adapting and facing down irrelevant noise This is not a method book It is a thinking book Warren Buffett Inside the Ultimate Money Mind explains the philosophies of self reliance stoicism rationalism and pragmatism and their contributions to making intelligent investment decisions It also outlines the evolution of value investing discusses how to develop a business driven investing mindset and describes the defining traits of successful active management Lastly it examines the surprising aspects of a Money Mind sportsman teacher and artist In short Warren Buffett Inside the Ultimate Money Mind helps readers understand the building blocks that go into making a Money Mind so they can begin to incorporate its principles in the service to a life of value Testimonials An erudite masterpiece Lawrence A Cunningham author professor and director Quality Shareholders Initiative George Washington University It's another must read Bethany McLean journalist and Contributing Editor Vanity Fair author Saudi America and co author The Smartest Guys in the Room Pure Genius This is a game changer in investment books Robert P Miles author Executive in Residence University of Nebraska at Omaha Executive MBA Program The Genius of Warren Buffett Effervescence and thoughtful analysis of Buffett's life and work Tom Gayner Co chief Executive Officer Markel Corporation Hagstrom's books always enable readers to think about the world in new ways Tren Griffin author Charlie Munger The Complete Investor **The Thinkers 50** Stuart Crainer,2006-06-30 From the distinguished Charles Handy to the classic Philip Kotler to the outspoken Paul Krugman and including such visionary leaders as Bill Gates and Jeff Bezos The Thinkers 50 based on an international survey of business academics practitioners consultants and journalists reinforces the powerful influences business and popular culture have on each other Following surveys that were conducted in 2001 and 2003 asking the single question Who is the most important living management thinker the 2005 survey is the first to be released with a companion book applying such criteria as practicality of ideas and international outlook to determine ranking and featuring colorful informative and concise profiles of the 50 individuals whose ideas most profoundly influence business today Each profile includes information on the subject's background and primary contributions and lists key publications and web sites Collectively they reflect the state of the art in contemporary management thinking and its application separating the people

and ideas with lasting impact from the passing fads From students to entrepreneurs to seasoned executives *The Thinkers* 50 provides a compendium of practical insights on the art and science of management **The Motley Fool Money Guide** Selena Maranjian,2003 InfoWorld ,1998-08-24 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects **The Publishers Weekly** ,1998 *Harvard Business Review* ,1998 **ChangeWave Investing** Tobin Smith,2000 In this incredible book Tobin Smith shows how the New Economy is just beginning providing proven easy to grasp strategies for rapid financial wealth building Executive's Guide to Information Technology James Cox,1999-10-11 Plain language clear explanations and a focus on practical business applications A recent A T Kearny study found that information technology is the number one item on the agendas of a majority of CEOs and boards of directors However while senior managers are spending more time keeping abreast of developments in IT many remain uncomfortable making decisions concerning technology issues that they don't entirely grasp *Executive's Guide to Information Technology* presents a comprehensive nontechnical model for understanding the IT environment Focused on the issues that are most important to upper level managers this book supplies the big picture perspective needed to understand IT as a whole while explaining how various components work together to support business functions Without getting bogged down in details it provides clear comprehensible overviews of Networking and platform technologies Software infrastructure Information management systems Enabling technologies Applications Middleware application servers and system management technologies The future belongs to organizations with the knowledge and confidence to exploit their IT resources wisely and use them aggressively *Executive's Guide to Information Technology* gives business leaders the tools they need to do both In a business environment increasingly driven by information technology it is essential for top level executives to keep abreast of the latest developments in IT They must understand how information systems can help achieve business goals and be able to use this understanding to make critical business decisions Unfortunately many senior level executives find themselves at the mercy of technicians who have little grasp of business issues focus on details rather than broader functions and speak an arcane and mystifying language There is a clear need for an intermediary to help executives decipher technological language seek and get the answers that are most important from a business perspective and develop better working relationships with IT personnel *Executive's Guide to Information Technology* provides a Rosetta stone that makes sense of a seemingly chaotic cluster of components a coherent trustworthy frame of reference that lays the foundation for more effective working relationships among business executives and technology managers This book helps executives ask better questions about IT issues and better understand the answers they receive Using integrated models that illustrate how information technologies form an infrastructure that supports practical business uses of information it keeps the discussion focused on matters of direct concern to executives Understanding these models develops a stronger grasp of the evolving role IT plays within organizations and establishes a comfort zone within

which managers can develop a keener comprehension of component technologies and the strategic and tactical business decisions that surround them Whether it is read from cover to cover or consulted as a quick reference Executive s Guide to Information Technology is an indispensable tool for CEOs board members COOs CFOs controllers treasurers and other business professionals who need to establish firm control of the governance direction and management of two of their most valuable assets information and the technologies that support it Informationweek ,1998 **Books Out Loud** ,2004
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