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Crossing the Chasm has become the bible for bringing cutting-edge products to progressively larger markets. This edition provides new insights into the realities of high-tech marketing, with special emphasis on the Internet. It's essential reading for anyone with a stake in the world's most exciting marketplace.

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In Crossing the Chasm, Geoffrey A. Moore shows that in the Technology Adoption Life Cycle—which begins with innovators and moves to early adopters, early majority, late majority, and laggards—there is a vast chasm between the early adopters and the early majority. While early adopters are willing to sacrifice for the advantage of being ...

Crossing the Chasm, 3rd Edition - HarperCollins US
His latest book Crossing the Chasm the Third Edition is Moore's book forbusiness leaders in the high-tech sector. This third edition bringsMoore's classic work up to date with dozens of new examples of successes and failures, new strategies for marketing in the digital world, andMoore's most current insights and findings.

Amazon.com: Crossing the Chasm, 3rd Edition: Marketing and ...
Buy Crossing the Chasm (Harper Business Essentials) Revised by Moore, Geoffrey A. (ISBN: 9780060517120) from Amazon's Book Store. Everyday low prices and free delivery on eligible orders.

Crossing the Chasm (Harper Business Essentials): Amazon.co ...
Crossing the Chasm: Marketing and Selling High-Tech Products to Mainstream Customers or simply Crossing the Chasm, is a marketing book by Geoffrey A. Moore that focuses on the specifics of marketing high tech products during the early start up period. Moore's exploration and expansion of the diffusions of innovations model has had a significant and lasting impact on high tech entrepreneurship. In 2006, Tom Byers, director of the Stanford Technology Ventures Program, described it as "still the bi

Crossing the Chasm - Wikipedia
A Summary of "Crossing the Chasm". By Jonathan S. Linowes, Parker Hill Technology. Geoffrey A. Moore, Crossing the Chasm, Marketing and Selling High-Tech Products to Mainstream Customer (revised edition), HarperCollins Publishers, New York, 1999. The high-tech marketing guru (and principle of The Chasm Group marketing consultants), Geoffrey Moore offers time tested insights into the problems and dangers facing growing software companies, and a blueprint for survival.

A Summary of "Crossing the Chasm" - XS4ALL
In his book Crossing The Chasm, Moore helps you figure out how to get past the chasm — or avoid it in the first place. Here's my notes and takeaways from the book. A Summary of Crossing The Chasm. What is The Chasm? The Chasm is just another way to describe a common phenomenon. Some may think of it as the Trough of Disillusionment.

Crossing The Chasm - A Quick Summary (With Examples)
Hollis is publisher of Harper Business and an executive editor at Harper Books, both imprints of HarperCollins. Prior to joining HarperCollins in 2008, she was associate publisher/editorial director of Harvard Business Press and a contributing editor to Harvard Business Review.

Harper Business: About Us
Crossing the Chasm: Marketing and Selling High-Tech Products to Mainstream Customers (Collins Business Essentials) Published March 17th 2009 by HarperCollins e-books ebook, 256 pages

Editions of Crossing the Chasm: Marketing and Selling High ...
According to Moore, successfully crossing the chasm can be achieved by targeting a very specific niche market within the Early Majority first. The sole goal of the organization in its attempt to cross the Chasm should be to secure a beachhead in a mainstream market to create a pragmatist customer base that is referenceable.

Crossing the Chasm In Technology ... - Business-to-you.com
Crossing the Chasm, 3rd Edition: Marketing and Selling Disruptive Products to Mainstream Customers (Collins Business Essentials) Moore, Geoffrey A Published by HarperBusiness (2014)

0062292986 - Crossing the Chasm, 3rd Edition Collins ...
ABOUT THE BOOK: Since its first publication in 1991, Geoffrey Moores Crossing the Chasm: Marketing and Selling High Tech Products to Mainstream Customers has set the standard for tech business moguls. In fact, it has become the standard for all of us trying to make our way in the confusing world of technology business.

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Full Description. The bible for bringing cutting-edge products to larger markets—now revised and updated with new insights into the realities of high-tech marketing. In Crossing the Chasm, Geoffrey A. Moore shows that in the Technology Adoption Life Cycle—which begins with innovators and moves to early adopters, early majority, late majority, and laggards—there is a vast chasm between the early adopters and the early majority.

Crossing the Chasm, 3rd Edition: Marketing and Selling ...
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Adapted from Moore, "Crossing the Chasm" (1991) The big challenge comes when the product is maturing from breakthrough to platform - when it is broadening its appeal from the niche innovators and early adopters to the majority users. Moore calls this "the Chasm" - the critical leap from niche to mainstream.

Project Innovation and "Crossing the Chasm"
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