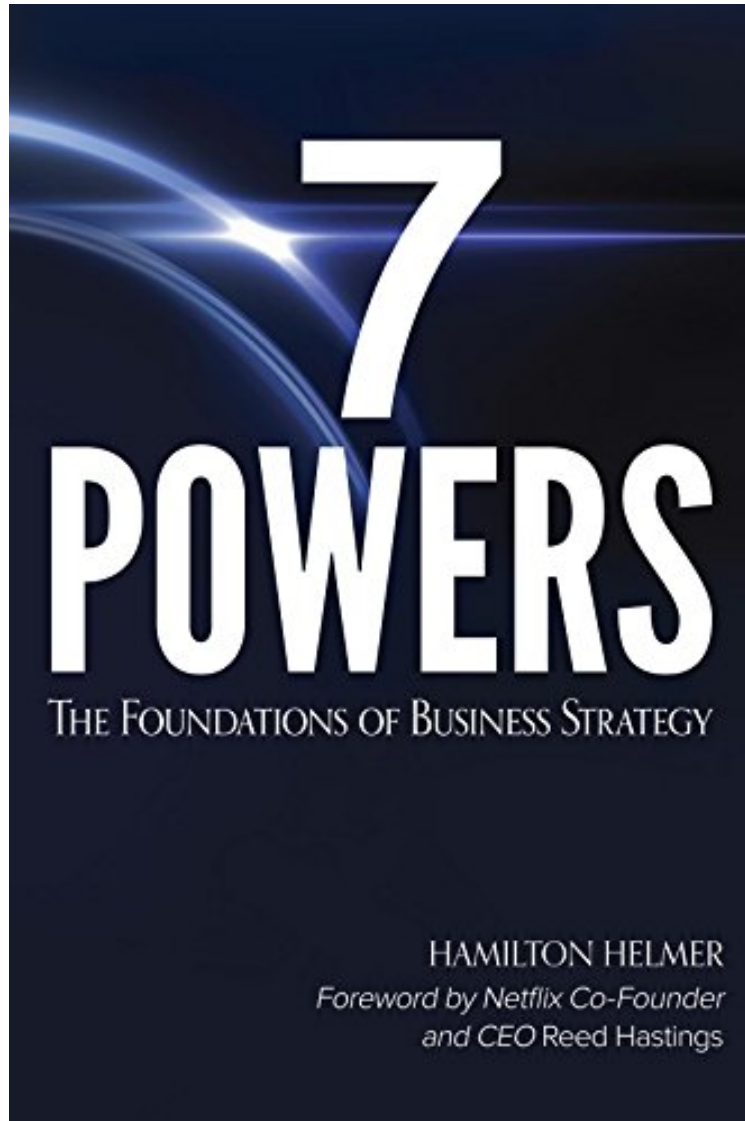


## 7 Powers: The Foundations of Business Strategy

*Hamilton Helmer*

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**Hamilton Helmer : 7 Powers: The Foundations of Business Strategy** before purchasing it in order to gage whether or not it would be worth my time, and all praised 7 Powers: The Foundations of Business Strategy:

1 of 1 people found the following review helpful. Insightful and pragmatic  
By Bob K  
7 Powers provides an insightful and pragmatic way to understand the basics of business strategy. Far too many approaches that have been hyped are too academic to be easily understood and many others are too simplistic to be useful. This book is very helpful in describing both a static and dynamic view of what power is and how to develop positions of ongoing competitive advantage. Having a shared framework and a way to talk about strategy among the senior team in a company is essential. Many companies struggle on an ongoing basis because they fail to agree on what their source of power is

and never develop a consistent and effective strategic gameplan. I found this book easy to read and the case studies and examples both interesting and on point. Highly recommended. 0 of 0 people found the following review helpful. "7 Powers" is the definitive guide to overall business strategy ... By mike d. kail "7 Powers" is the definitive guide to overall business strategy for both entrepreneurs and business leaders. Hamilton outlines a strategy framework that can be used to first align the management team and then provide an ongoing model to make sure that you're the disruptor / leader, not the disrupted incumbent. As you prepare your business strategy for 2017 and beyond, this book is a must-read over the Holidays. 0 of 0 people found the following review helpful. The Essence! By fred kittler This book perfectly articulates the critical strategy issues I have learned over four decades of investing in tech companies. I give a copy to every startup I work with. It is concise, says a lot in a short time, and gets better as it goes on.

What are the secrets to making a company enduringly valuable? 7 Powers breaks fresh ground by constructing a comprehensive strategy toolset that is easy for you to learn, communicate and quickly apply. Drawing on his decades of experience as a business strategy advisor, active equity investor and Stanford University teacher, Hamilton Helmer develops from first principles a practical theory of Strategy rooted in the notion of Power, those conditions which create the potential for persistent differential returns. Using rich real-world examples, Helmer rigorously characterizes exactly what your business must achieve to create Power. And create Power it must, for without it your business is at risk. He explains why invention always comes first and then develops the Power Progression to enable you to target when your Power must be established: in the Origination, Take-Off or Stability phases of your business. Every business faces a do-or-die strategy moment: a crux directional choice made amidst swirling uncertainty. To get this right you need at your fingertips a real-time strategy compass to discern your true north. 7 Powers is that compass.

"Hamilton Helmer is the best kind of big thinker - he offers great insights that you can turn into real world action. At Spotify the 7 Powers are widely used as we discuss new initiatives. His distillation of the key types of strategic power, how to find them, how to leverage them, and how to maintain them is a fantastic toolset for companies at every stage" - Daniel Ek, CEO and Founder of Spotify "The forces of competition are just incredibly strong. Everyone is trying to eat your lunch, and if you don't read 7 Powers you're going to die alot sooner" - Reed Hastings, CEO and Co-Founder of Netflix "7 Powers lays out a clear, compelling and insightful framework for thinking about the persistent sources of competitive advantage. Helmer draws on three decades of experience to break down how companies establish power and shape their industries, illustrating at every turn with entertaining and illuminating examples" - Jonathan Levin, Philip H Knight Dean, Stanford Graduate School of Business "Hamilton Helmer understands that strategy starts with invention. He can't tell you what to invent, but he can and does show what it takes for a new invention to become a valuable business" - Peter Thiel, entrepreneur and investor "7 Powers provides vital guidance for any business person developing strategy. I have known Hamilton for over a decade since his time as a strategy advisor to Adobe, and I am delighted that he is now sharing his original and compelling business insights" - Bruce Chizen, former CEO of Adobe "Hamilton is a deep thinker who makes a compelling connection between passion and good business. His ideas are well thought out, wise, and often challenging. I always look forward to what he has to say" - Pete Docter, Pixar director and two-time Academy Award winner for Up and Inside Out "Making a small number of decisions wisely is far more important than making alot of decisions correctly. Hamilton Helmer explains exactly how the leaders of the world's most successful businesses get that small number just right" - Mike Moritz, Chairman of Sequoia Capital "Correctly places enormous value on execution and on culture. However, I think this sometimes leads to insufficient importance being placed on strategy. Hamilton Helmer's deeply incisive work will hopefully help correct that" - Patrick Collison, CEO and Co-Founder of Stripe Silicon Valley "7 Powers is a highly innovative approach to understanding some of the key underlying drivers of company value and capturing ideas that certainly are not very well understood in the markets. And the result has been one of the most exceptional and sustained alpha records I've ever seen" - Blake Grossman, former CEO of Barclays Global Investors "This book is a must-read for anyone starting or growing a business. It lays out an elegant and insightful framework that really helped inspire my thinking about building and maintaining strategic advantage in a competitive landscape" - Daphne Koller, President and Co-Founder of Coursera "A startup must have a compelling way of getting traction to be investable. Otherwise, it's simply a bleeding hole that burns through money. 7 Powers rigorously lays out the strategies for a company to get this traction and details what it takes to get there. Anyone starting a business should read it" - Sean O' Sullivan, Founder and Managing Partner, SOSV "A master in the discipline of strategy, Hamilton has condensed 40 years of thought and practice into a single readable book. Read it and to your benefit you will see the 7 Powers everywhere you look" - Mark Baumgartner, Chief Investment Officer, Institute for Advanced Study "Mentor has benefited from a continuing consulting relationship with Hamilton for the better part of 20 years and has incorporated many of his ideas and principles into the core of our strategy. 7 Powers consolidates those ideas and principles into a powerful framework and vocabulary to describe and permit analysis of where a company stands in its competitive space. It's a

powerful work" -nbsp;Greg Hinckley, President, Mentor Graphic Corporation