

"It's putting  
the customer center  
stage and urge  
managers to respond.  
Now and they  
really understand what  
customers want."<sup>1</sup>

Although comparatively few are well known, Canon with its small photocopiers, Starbucks with its coffee houses and CNN with news history shows that the innovator is often not necessarily the one with the greatest success. When competitors enter the market, they can have the advantage of learning from the innovator's mistakes and by getting to grips with the category benefits, can beat the original. Neither Procter & Gamble nor Costco were innovators in their respective categories.

That 'thinking outside the box' is something to be wary of. It got COO Dick Jager and Procter & Gamble into a whole heap of trouble in the later '90s. The box exists for a reason, understand it and perfect it before convincing yourself with too much wild strategic thinking, be realistic. We aren't all great creative unilateral thinkers. Think inside the box first and ensure that the customer's basic expectations are met. This is what they did in coming from behind to become UK market leader in grocery shopping. It continued like Orange to push the boundary on delivering on the generic category benefits from that solid platform, businesses can build emotional value into their brands and plan for more innovative product and service developments. Think of Tesco, now the online shopping. It has become the world's biggest online grocery service, leaving the erstwhile VMotion in its wake, by never forgetting that the customer's needs are straightforward and if it takes its proposition, online it needs to achieve the same level of performance that it does in its main business.

The only place I can think of where out of the box thinking has genuine merit is in marketing communications. Usually the proposition is a difficult challenge. Think of the generic message you'll do what we said we would, when we said we would, at the price we said we would and at the performance level we led you to expect. Companies who understand the value of being better rather than being different must make their advertising stand out. For example, UKA retailer Target has managed to meet total distribution by rival Walmart with the aid of excellent and innovative marketing communications.

## Re-connect with Customers

There is often a wide gap between the intent and the experience. Companies have to re-connect. One way to start the process may be, at the next informal outing with colleagues, to turn the discussion to discuss how you have experienced personally as customers of other businesses – see all have them, have work through one or two of them in more detail – how on earth could they have happened? Could it happen at your company? Of course it could – when it already has. But now, with the acceptance that unforeseen errors will happen, tackle what you can do to improve. As Michael Dell states: "Everything can be done better. There is nothing that cannot be improved."<sup>2</sup>

In putting the customer center stage we urge managers to ensure how well they really understand what customers want. Competitive advantage can only come from a solid foundation, knowing your customers and how they choose and delivering consistently whatever it is that matters most to them. The rest should be seen for what it is, a hobby to start now and never stop.

Don McLean is the Moran Hill Professor of Marketing and Change Management and IMD MBA Program Director. This article is based on his book, co-authored with Professor Brock Dunfee of London Business School, entitled *Simply Better: Winning and Keeping Customers by Delivering what Matters Most*, published by Harvard Business Press ([www.hbsp.harvard.edu](http://www.hbsp.harvard.edu)).

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<sup>1</sup> See Jager, 'Some who we  
saw for many' *Business*  
Week, pages 4-10.

# Custom Published Business Management 2004

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