Innovator's Dilemma

THE REVOLUTIONARY BOOK
THAT WILL CHANGE THE WAY
YOU DO BUSINESS

Clayton M. Ctirisfensen

<u>HARPER</u>

RUCINECO

NEW YORK - LONDON - TORONTO - SYDNEY

Contents

In Gratitude vii
Introduction xi
Preface xxxiii

Part One: Why Great Companies Can Fail

- 1 How Can Great Firms Fail? Insights from the Hard Disk Drive Industry
- 2 Value Networks and the Impetus to Innovate
- 3 Disruptive Technological Change in the Mechanical Excavator Industry
- 4 What Goes Up, Can't Go Down

Part Tuio: Managing Disruptive Technological Change

- 5 Give Responsibility for Disruptive Technologies to Organizations Whose Customers Need Them
- **6** Match the Size of the Organization to the Size of the Markfet

7	Discovering New and Emerging Markets	165
8	How to Appraise Your Organization's	
	Capabilities and Disabilities	185
9	Performance Provided, Market Demand, and	
	the Product Life Cycle	211
10	Managing Disruptive Technological Change:	
	A Case Study	235
11	The Dilemmas of Innovation: A Summary	257
		• - •
	The Innovator's Dilemma Book Group Guide	263
	Index	211