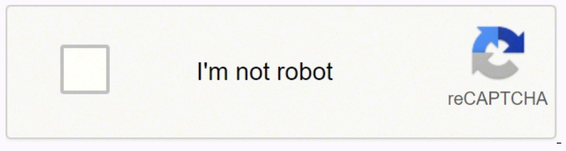

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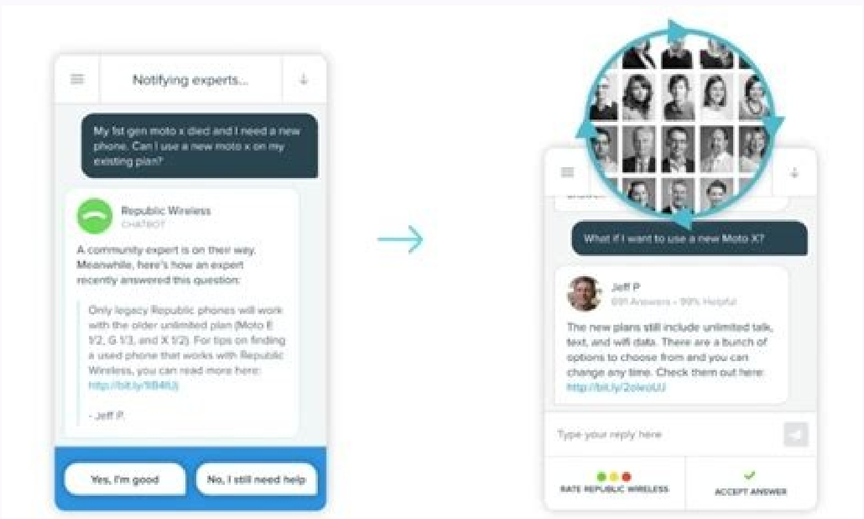

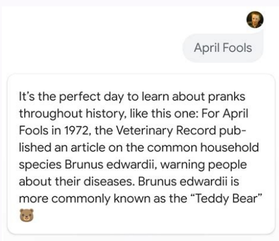

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In drives, one crucial measure of performance is storage capacity, which has advanced 50% each year on average for a given size of drive. It just sits there.¢ÂÂÂ This executive has not considered the fact that his sales force has no incentive to sell the 1.8-inch drives instead of the higher-margin products it sells to higher-volume customers. The company learned a lot from the Apple I about the new technology and about what customers wanted and did not want. But few have systematic processes in place to identify and track potentially disruptive technologies. By early 1985, they had made more than 80 such models with a low level of company funding. Manufacturing and financial executives at the company pointed out another drawback to the 3.5-inch drives. No industry demonstrates the danger of staying too close to customers more dramatically than the hard-disk-drive industry. Generally, these customers are selected because they are the ones striving the hardest to stay ahead of their competitors in pushing the performance of their products. Intel¢ÂÂÂs early microprocessor business had a higher gross margin than that of its DRAM business; in other words, Intel¢ÂÂÂs normal resource-allocation process naturally provided the new business with the resources it needed. Many companies have learned the hard way the perils of ignoring new technologies that do not initially meet the needs of mainstream customers. But a more fundamental reason lies at the heart of the paradox: Leading companies succumb to one of the most popular, and valuable, management dogmas. A version of this article appeared in the January¢ÂÂÂFebruary 1995 issue of Harvard Business Review. But it wasn¢ÂÂÂt compelling enough to shift the focus of Seagate¢ÂÂÂs managers. If technologists believe that the new technology will progress at the same rate as the market¢ÂÂÂs demand for performance improvement, the disruptive technology may be slower to invade established taht snoitazinagro etaerc ot si meht tcetorp ot yaw ylno eht dnA .yrotirret tekram detrahcnu otni yaw eht dael ot sreenoip llams gniwollaÂÂÂ¢tnevni ot dnoces gnieb fo ygetarts ticilpxe na eusrup seinapmoc emos ,tcaf nI .tcudorp hcni-52.5 evititepmoc a gnizilaicremmoc dna gnipoleved fo ksat eht ,sremotsuc sÂÂÃ¢noitazinagro maertsniam eht morf raf ,amohalkO ,ytiC amohalkO ni sretekram dna sreenigne fo puorg llams a dengissa ynapmoc ehT .egnahc stekram ro seigolonhcet nehw seirtsudni rieht fo pot eht ta yats ot seinapmoc Gnidael fo perliaf eht ni snrettap tnetsnoc tnetnoc tnetsnoc .yrtsudni retupmoc eht of Gnikirts Ylaiceepse neeb Sah endttap .5$ 065 tna hc0 tna hc sc0)bm(etybakem-001 a FO EZIS Lacisyhp eht :Etar gnininuts that we are devorpam ecnamrofrep evirp-xid ,2991 DNA 6791 neewteb .0 .SM aet tcejorp ro s fired gnireenigne of snoitazinagro fo slevel rewol eht to EPAHS EKEKâ"â€â€âsessecorp STCUDORP or Poleved Ot Ro Yicapac dda tpa ncnual ssom somnep tsomp. 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