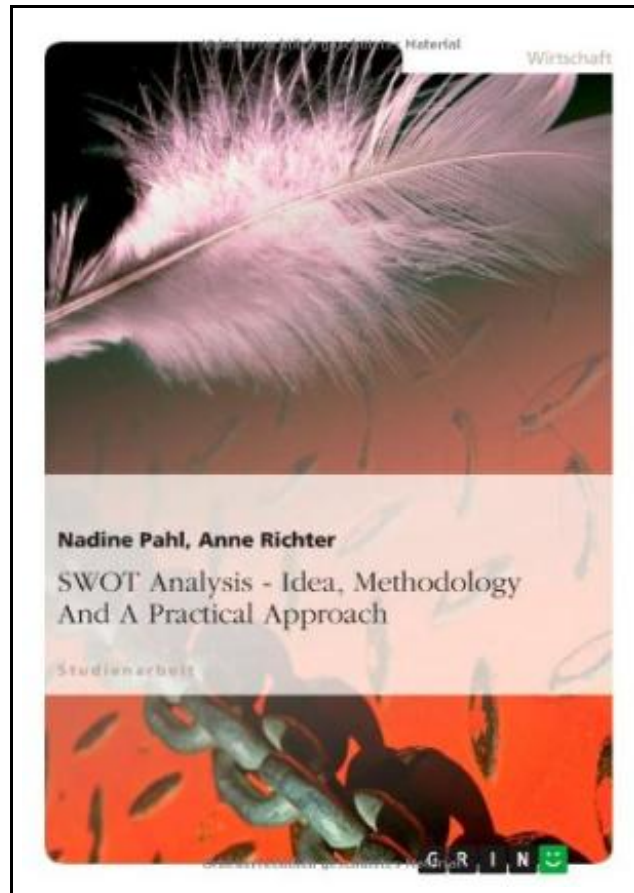


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GRIN Verlag GmbH Apr 2009, 2009. Taschenbuch. Book Condition: Neu. 211x148x7 mm. Neuware - Scholarly Research Paper from the year 2007 in the subject Business economics - Marketing, Corporate Communication, CRM, Market Research, Social Media, grade: 1,3, University of Applied Sciences Berlin, course: Marketing, language: English, comment: This paper provides content on 31 pages and furthermore, there is an Integral Total Management Checklist at the end giving a 360-degree feedback to the topic under all management perspectives. , abstract: Due to strong competition and a continuous market change, most companies engage in strategic planning today to become or stay competitive in the long run. Strategy is all-embracing. Strategy has to capture internal and external aspects, that means to comprise competencies and market opportunities. Strategy has to keep in view the own company, the customers and the competitors. The challenge is to create customer values and competitive advantages to assure benefits and growth. As a result, the starting point of every strategic decision demonstrates the recognition and the analysis of the company's current situation containing a high variety of parameters. These parameters are generally defined by the company's influence into internal and external parameters. However, the understanding of the company's situation is only defined in absolute by analysing parameters and its bilateral dependencies. Therefore, the combination of the company's internal factors and the external environmental circumstances presents the basis for the strategy development and the resulting organisational marketing goals and application of the marketing instruments. The SWOT analysis is a strategic planning tool used to evaluate the Strengths, Weaknesses, Opportunities and Threats of a company. It provides information that is helpful in matching the company's resources and capabilities to the competitive environment in which it operates. The resulting SWOT matrix contrasts the results of the internal...



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