

CSR (code of practice to maintain)

CSR

Self interest include:

Business survive - unless you grow
 Strategic attitude - focusing resources
 - secure financing - compensation for environment
 - employees/profits

Vision Statement ∞ (future)

... explains

time consuming
 PR stunt?
 Not all stakeholders agree

Mission Statement

Plans - Long term goals

Objectives - short, medium term goals
 to help achieve aims

Measure + control
 - motivate
 - direct

Strategies - plans of action to reach long term goals of a strategic objective
 Tactics - short term methods
 Operational strategies

Generic Strategies

	Short term	Long term
Strategic	Product, market, financial	Product, market, financial
Operational	Product, market, financial	Product, market, financial

Wide range of applications
 encourages forward thinking

	Existing	Product
Market	Market	Product
development	Market	Product
development	Market	Product

Deciding conflict resolution:

Types of negotiation in quest
 - Aim and objective
 - Source & degree of power

Shareholder - priority with a direct interest in how it operates, the activities and success of a business

Stakeholders

	Low	High
A	B	C
D	E	F

Internal Economic of scale

Goal venture
 at Set up a separate business

Specialized spending of cost and high high return rate
 - strategic objectives

Organic

size of reduce competition

grow market share
 - Hub & coil (Directly paid for plant)

Acquisition

Vertical (control)

Horizontal
 diversification

contribute with completely developed markets

Organic growth

brand recognition

linear price
 - brand extension
 - product differentiation
 - customer loyalty

YCSR - offer credit
 - training and development
 - good value for money

Control condition

Vertical

Horizontal



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