

**Strategic Management Course – University of San Jose-Recoletos (USJ-R)
Case Study with SWOT Analysis – Southwest Airlines**

I. EXECUTIVE SUMMARY STATEMENT

Southwest Airlines strived to be and achieved being the leader in the air carrier industry in the United States. Its brand was built on its core values of FUN and LUV both for the employees and the customers. Southwest Airlines remained committed to its culture that transcended from top to bottom. Its pursuit of customer happiness began with prioritizing employees first then customers second. This allowed Southwest Airlines to provide the highest quality customer service, which was its mission. It consistently triumphed over its competitors by focusing on its low – fare brand, growing revenue responsibility, optimizing its network and containing its costs. Aside from its culture, Southwest Airlines also capitalized on its Boeing 737. It utilized only one type of aircraft for cost efficiency.

Southwest Airlines had a strong foundation and foothold on employee satisfaction, customer satisfaction, and corporate culture. In 2007 to 2009, Southwest Airlines' growth in domestic flights plummeted as well as its profitability. Southwest Airlines remained the only carrier that flew domestically and had no international flights. With several other obstacles faced by the air carrier industry, such as increases in the price of fuel, terrorist attacks, and economy – wide recession, Southwest Airlines needed to increase its number of flights to improve its profitability.

Southwest Airlines was strong in almost every aspect of the business. With the opportunity of broadening its reach, it can use these strengths to expand its business by opening international flights to Mexico and Colombia. It can utilize its current knowledge and strategies to enter into new markets. Southwest Airlines will continue to offer its low – cost, low – price, no frill travel, provide high – quality customer service and be at par with the international standards of efficiency for its international flights.

Opening international flights through purchase of new Boeing 737 aircrafts will enable Southwest Airlines to offer more flights. International routes are fuel efficient since it has longer haul flights thus consuming lesser amount of fuel. With two additional aircrafts, Southwest Airlines will expand its reach to Mexico and Colombia 3 times a week (one flight per day 3 times a week). These additional flights will in effect increase Southwest Airlines' revenue thus improving profitability.

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