

# **Strategic Planning**

*Made  
Easier*

## **25 'Need to Use' Tools**

### **INTRODUCTION: Strategic Management**

*What is Strategy?* ..... 1

**Toolbox 1**

### **'BUSINESS' STRATEGY TOOLS**

#### **Tool 1: Vision & Mission**

*Vision or Mission?* ..... 7

#### **Tool 2: Critical Success Factors**

*Organizational Success Factors* ..... 11

#### **Tool 3: Industry Forces Analysis**

*Five Forces* ..... 15

#### **Tool 4: External Factors Evaluation**

*External Factors Influencing Business* ..... 19

#### **Tool 5: Macro Environment Evaluation**

*Six Elements Influencing Strategies* ..... 22

#### **Tool 6: Competitive Forces Evaluation**

*Competitive Advantage Factors* ..... 27

#### **Tool 7: Internal Functional Audit**

*Functional Analysis* ..... 30

#### **Tool 8: Internal Factors Evaluation**

*Strengths to Leverage - Weaknesses to Improve* ..... 35



## Toolbox 2

### STRATEGY 'OPTIONS' TOOLS

#### Tool 9: SWOT Analysis

Structured Strategy Planning ..... 38

#### Tool 10: Value Chain Analysis

Increasing Customer Value ..... 42

#### Tool 11: Generic Strategies

Gaining Competitive Advantages ..... 46

#### Tool 12: Blue Ocean Strategy

Uncontested Market Space ..... 50

#### Tool 13: Grand Strategy Matrix

Alternative Strategies ..... 55



## Toolbox 3

### 'CORPORATE' STRATEGY TOOLS

#### Tool 14: Growth - Share Matrix

Prioritize Business-Product-Service Divisions ..... 58

#### Tool 15: Merger & Acquisition

Corporate Expansion ..... 61

#### Tool 16: Strategic Alliances

Shared Partnership ..... 66

#### Tool 17: Corporate Diversification

Diversity = Growth ..... 70



## Toolbox 4

### 'DECISION-MAKING' TOOLS

#### Tool 18: *Decision-Making Styles*

*Brain and Decisions* ..... 76

#### Tool 19: *Strategy Decision-Making*

*Making Good Decisions* ..... 86



## Toolbox 5

### 'TRANSITION to IMPLEMENTATION' TOOLS

#### Tool 20: *Balanced ScoreCard*

*Performance Measurement* ..... 92



## Toolbox 6

### STRATEGY 'IMPLEMENTATION' TOOLS

#### Tool 21: *Management Challenges*

*Strategy Into Action* ..... 99

#### Tool 22: *Managing Resistance*

*Strategy = Organizational Change* ..... 105



## Toolbox 7

### STRATEGY 'EVALUATION' TOOLS

#### Tool 23: *Strategy Review Meetings*

*Performance Review = Success* ..... 118

**Tool 24: Key Performance Indicators - KPIs**

*Measuring Strategic Success* ..... 126

**Tool 25: Strategy Evaluation**

*Go See For Yourself* ..... 130

**APPENDIX A: Decision-Making Style****APPENDIX B: 'Z' Model Brainstorming Template****References**

# 25 'NEED-to-USE' Strategy Tools

**Strengthen your competitive position with practical, easy-to-use strategy tools to...**

Analyze Your Company, Competitors and Markets

Attract New Customer Segments

Develop Sustainable Competitive Advantages

Differentiate Brand Image & Products

Create Strategic Options — Make better decisions

"A terrific, practical reference for anyone thinking through and articulating corporate strategy...."

Roger Steel, President, New Markets and Business Development, Sun Life Financial Asia

"The strategy tools are presented in a practical, easy to understand and easy to use way...just what management needs to successfully create and monitor strategies..."

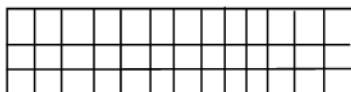
Dr. Claus Weidner, President | CEO, Mercedes-Benz Malaysia

"If your strategy is to have success, influencing power, strong trust and high performance outcomes, then this is the book to read, internalize and put strategies into action...."

Dr. Timothy Low, CEO, Farrer Park Hospital, Singapore



ISBN: 978-988-14395-3-6



USD \$29.99

