

PROJECT FOCUS

- 300+ products portfolio
- Distribution Network
- Marketing Activities



Project Summary

GLOBAL COMPETITIVE STRATEGY

KEY MARKET PLAYERS

COMPANY

Competitor A

Competitor B

FINDINGS

COMPANY

- Broad range of products that covered most industries.
- Broad distributor network.
- Professional and demonstration based image.
- End user experience exchanging platform.

Competitor A

- Product simplification.
- Retreat from India, but expanded to Japan, Hong Kong and Singapore.
- Strong distribution network in Europe.

Competitor B

- Wide range and overlapped product portfolio with COMPANY.
- Remarkable chemical and insulated gloves.
- Hands-friendly and Eco Tech.

RECOMMENDATIONS

Against Competitor A

- Developing expansion plan on competitors product gap.
- Bring COMPANY's full product portfolio into Asia, and develop strategic distribution partnership plan in China for look out the future competition.
- Frequently exchange market knowledge with the sales in high variance industry and competitive region.

Against Competitor B

- Differentiating overlapped product attributes, then improving to the market needs.
- Reinforce on marketing activities, advertisements and sales force.

KEY LEARNINGS

- Independent strategic thinking and planning.
- Gained skill sets of situation analysis.
- Collaboration and communication with different functions.
- Worldwide industrial initial understanding.
- Gained knowledge of safety industry.
- Global vision and concept.

Global Competitive Strategy

A. N. Sarkar



Global Competitive Strategy:

Global Competitive Strategy Daniel F. Spulber, 2007-07-02 Globalization has fundamentally changed the game of business Strategic frameworks developed for the analysis of purely domestic business necessarily fall short in the international business context Managers and business students require alternative approaches to understand and cope with these far reaching changes We must learn to think globally in order to succeed Global Competitive Strategy shows how we can do this by providing a unique set of strategic tools for international business Such tools include the star analysis that allows strategy makers to integrate geographic information with market information about the global business environment Also introduced is the global value connection that shows managers how to account for the gains from trade and the costs of trade Aimed at MBA students taking courses in international strategy consultants and practising managers with responsibility for strategic development this 2007 book offers a comprehensive strategic framework for gaining competitive advantage in the global marketplace

Total Global Strategy George S. Yip, 1992 How can managers cope with the forces of globalization Which companies need a global strategy What is a successful global strategy How can business organizations implement worldwide initiatives These are some of the most challenging questions facing multinational companies today Executives need to recognize that the traditional multinational approach in which country subsidiaries design produce and market products tailored to local needs is being made obsolete by falling trade barriers costly and quickly changing technology and the growing similarity of international customer needs Companies now need a total global strategy that combines a successful core strategy in the home market with effective international adaptation and global integration George Yip's Total Global Strategy is the definitive work on how companies can manage for worldwide competitive advantage This work is based on a five year research program in which Dr Yip interviewed over fifty senior executives at twenty three of the world's largest American European and Japanese multinational companies as well as on his twenty years of involvement with multinational companies as a manager consultant and educator in the United States Europe and Asia Yip provides the first systematic comprehensive balanced and practical approach to developing a global strategy diagnosing industry globalization potential achieving global market participation designing global products and services locating global activities creating global marketing making global competitive moves building the global organization and measuring the use of global strategy The final highly innovative chapter of the book provides a step by step guide with worksheets on how to conduct a global strategy analysis The book is also filled with examples and case studies of American European and Japanese companies to illustrate and support key points Total Global Strategy is essential reading for both international and national managers in virtually every industry It will help executives to exploit globalization forces rather than succumb to them

Fundamentals of Global Strategy Cornelis A. de Kluyver, 2010-08-20 The globalization of the competitive landscape has forced companies to fundamentally rethink their strategies Whereas once only a few industries such as oil could be labeled truly global today

many from pharmaceuticals to aircraft to computers have become global in scale and scope As a consequence creating a global competitive advantage has become a key strategic issue for many companies Crafting a global strategy requires making decisions about which strategy elements can and should be globalized and to what extent

Global Competition and Strategic Management Erik Wintzer,2002-01-26 Seminar paper from the year 2001 in the subject Business economics Business Management Corporate Governance grade 1 3 A Schmalkalden University of Applied Sciences Economics course Accounting and Controlling language English abstract Globalization of business that began in the 1970s and matured in the 1990s has replaced the concept of national exchanges with global transactions Technology is the prime mover of globalization and globalization is a major mover of competition This book is set out to examine the effect global competition has on the process of strategic management

Country Choice Decisions Susan P. Douglas,C. Samuel Craig,Leonard N. Stern School of Business,1990

Competition, Competitive Advantage, and Clusters Robert Huggins,Hiro Izushi,2012-09-20 Harvard professor Michael Porter has been one of the most influential figures in strategic management research over the last three decades He infused a rigorous theoretical framework of industrial organization economics with the then still embryonic field of strategic management and elevated it to its current status as an academic discipline Porter s outstanding career is also characterized by its cross disciplinary nature Following his most important work on strategic management he then made a leap to the policy side and dealt with a completely different set of analytical units More recently he has made a foray into inner city development environmental regulations and health care services Throughout these explorations Porter has maintained his integrative approach seeking a road that links management case studies and the general model building of mainstream economics With expert contributors from a range of disciplines including strategic management economic development economic geography and planning this book assesses the contribution Michael Porter has made to these respective disciplines It clarifies the sources of tension and controversy relating to all the major strands of Porter s work and provides academics students and practitioners with a critical guide for the application of Porter s models The book highlights that while many of the criticisms of Porter s ideas are valid they are almost an inevitable outcome for a scholar who has sought to build bridges across wide disciplinary valleys His work has provided others with a set of frameworks to explore in more depth the nature of competition competitive advantage and clusters from a range of vantage points

Competitive Strategy Michael E. Porter,2008-06-30 Now nearing its sixtieth printing in English and translated into nineteen languages Michael E Porter s Competitive Strategy has transformed the theory practice and teaching of business strategy throughout the world Electrifying in its simplicity like all great breakthroughs Porter s analysis of industries captures the complexity of industry competition in five underlying forces Porter introduces one of the most powerful competitive tools yet developed his three generic strategies lowest cost differentiation and focus which bring structure to the task of strategic positioning He shows how competitive advantage can be defined in terms of relative cost

and relative prices thus linking it directly to profitability and presents a whole new perspective on how profit is created and divided. In the almost two decades since publication Porter's framework for predicting competitor behavior has transformed the way in which companies look at their rivals and has given rise to the new discipline of competitor assessment. More than a million managers in both large and small companies, investment analysts, consultants, students, and scholars throughout the world have internalized Porter's ideas and applied them to assess industries, understand competitors, and choose competitive positions. The ideas in the book address the underlying fundamentals of competition in a way that is independent of the specifics of the ways companies go about competing. Competitive Strategy has filled a void in management thinking. It provides an enduring foundation and grounding point on which all subsequent work can be built. By bringing a disciplined structure to the question of how firms achieve superior profitability, Porter's rich frameworks and deep insights comprise a sophisticated view of competition unsurpassed in the last quarter century.

Emerging Business Opportunities in Africa: Market Entry, Competitive Strategy, and the Promotion of Foreign Direct Investments Gekonge, Christopher O., 2013-09-30. Despite its often mismanaged economy, Africa remains the third largest continent in land mass and population. It continues to offer unexploited business opportunities for entrepreneurs, global corporations, and institutions. *Emerging Business Opportunities in Africa: Market Entry, Competitive Strategy, and the Promotion of Foreign Direct Investments* presents the basic business modeling for developing appropriate strategies in exploiting these business opportunities in the emerging economy in Africa. This book offers insight into the challenges and successes, aiming to encourage researchers and students of business in creating a value for doing business in Africa.

Enhancing Global Competitiveness A. N. Sarkar, 2009. In terms of overall orientation, this book has been so conceived and structured that it has followed a certain natural corollary and logical framework in comparing Indian economy with the Asian and the global economy in respect to the sectors wherein India is perceived to play a leadership role both in the regional and the global context. Secondly, an attempt has also been made to identify areas where India, despite possessing a huge potential, could not so far convincingly demonstrate its competitive advantage to compete globally. Thirdly, competitive advantages in certain chosen fields wherein India can excel and outperform its competitors are elaborated and highlighted with broad indication of the future strategy. Last but not the least, the book has dealt with the various sectoral investment opportunities in India for achieving global competitiveness.

Global Competitive Strategy Liam Fahey, 1992. *The SAGE Handbook of International Marketing* Masaaki Kotabe, Kristiaan Helsen, 2009-01-30. In an internationally minded and detailed analysis, the contributors seek to examine the state of the art in research in international marketing with particular emphasis on the conceptual framework and theory development in the field. Looking at new research, formative and fundamental literature, and the nature of strategic alliance and global strategy, this timely and comprehensive Handbook offers the reader a compelling examination of the central concerns of marketing for an international community.

Competitiveness and Private Sector Development:

Ukraine 2011 Sector Competitiveness Strategy OECD,2012-06-11 This review of competitiveness and private sector development in the Ukraine includes diagnosis and policy actions for policy makers and advisors offering policy responses to underpin economic diversification enhanced competitiveness and private sector development *Global Strategies* ,1994 This collection of 14 Harvard Business Review articles combines the most influential thinking on global strategy in recent years with a preface by Percy Barnevik an afterword by Rosabeth Moss Kanter that present a compelling vision of competitive strategy in an increasingly borderless world The book offers perspectives from leading academics executives who have mastered the challenges of globalization whether it is characterized by opening new markets overseas coordinating production service delivery worldwide or fending off foreign competitors at home Examples from successful companies around the world as well as commentary from the preeminent voices in the field are featured **Competitive Advantage of Nations** Michael E. Porter,2011-05-31 Now beyond its eleventh printing and translated into twelve languages Michael Porter s The Competitive Advantage of Nations has changed completely our conception of how prosperity is created and sustained in the modern global economy Porter s groundbreaking study of international competitiveness has shaped national policy in countries around the world It has also transformed thinking and action in states cities companies and even entire regions such as Central America Based on research in ten leading trading nations The Competitive Advantage of Nations offers the first theory of competitiveness based on the causes of the productivity with which companies compete Porter shows how traditional comparative advantages such as natural resources and pools of labor have been superseded as sources of prosperity and how broad macroeconomic accounts of competitiveness are insufficient The book introduces Porter s diamond a whole new way to understand the competitive position of a nation or other locations in global competition that is now an integral part of international business thinking Porter s concept of clusters or groups of interconnected firms suppliers related industries and institutions that arise in particular locations has become a new way for companies and governments to think about economies assess the competitive advantage of locations and set public policy Even before publication of the book Porter s theory had guided national reassessments in New Zealand and elsewhere His ideas and personal involvement have shaped strategy in countries as diverse as the Netherlands Portugal Taiwan Costa Rica and India and regions such as Massachusetts California and the Basque country Hundreds of cluster initiatives have flourished throughout the world In an era of intensifying global competition this pathbreaking book on the new wealth of nations has become the standard by which all future work must be measured **Global Competitive Strategies in the New World Economy** Hafiz Mirza,1998 This important book provides an exhaustive analysis of the strategic responses of transnational firms to current trends in the world economy specifically the trends towards globalization and regionalization The primary focus of this book is on the strategy of transnational firms particularly those from East Asia in the geographical regions of Europe North America and Asia including the European Union the North American Free Trade Agreement and the ASEAN Free Trade Area The

contributors discuss protectionism and trade agreements strategic alliances competitiveness and investment strategy towards Eastern European states and compare business strategies in the triad region The distinguished contributors are from industry academia and international organizations and have first rate detailed knowledge of the issues raised Their approach is policy oriented and they use case studies of Toshiba Toyota Samsung and the Notebook PC Consortium to illustrate the investment strategies of East Asian firms This book will offer insights to scholars and students seeking to understand East Asian and European firms the topics of globalisation and regionalisation It will also appeal to policymakers wishing to influence and understand the strategies of transnational firms

Global Strategy for Turbulent Times, Second Edition Cornelis de Kluyver, John Pearce, 2021-04-28 Global Business Strategy looks at the opportunities and risks associated with staking out a global competitive presence and introduces the fundamentals of global strategic thinking The authors demonstrate how a company should change and adapt its domestic business model to achieve a competitive advantage as it expands globally Our framework includes a company's business model the strategic decisions a company needs to make as it globalizes its operations and globalization strategies for creating a competitive advantage A business model has four principal dimensions market participation the value proposition the supply chain infrastructure and its management model

Strategy and Performance A. Ghobadian, N. O'Regan, D. Gallear, H. Viney, 2003-12-11 Terms such as the new competitive landscape hypercompetition and inherent instability and change have been used over the past decade to describe the changing global competitive environment A plethora of strategic and operational measures have been used to enable firms to gain sustainable competitive advantage with varying degrees of success Yet we remain in largely uncharted territory with strategic preparation for the future becoming a critical activity Strategy and Performance provides academics practitioners and students with a highly focused approach to competing in the global marketplace

Global Strategy as a Factor in Japanese Success George S. Yip, 1995

Industrial Strategy for Global Competitiveness of Korean Industries Kap-young Jeong, Mahn-Soon Kwack, 1996

Global Supply Chain Management: Leveraging Processes, Measurements, and Tools for Strategic Corporate Advantage G. Tomas M. Hult, David Closs, David Frayer, 2013-11-08

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