

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  $\infty$  (future)

... explains

Mission Statement (short term goals)

... explains

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

Shareholder's priority with a direct interest in profit is efficiency, the activities and users of a business



	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

	Low	High
A	B	C
D	E	F

1.6  
 www  
 EOS-IP



Goal venture  
 at Set up a separate business

Specialty  
 spending of cost and high high return rate  
 at retail market

Organic

size of  
 - reduce competition

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

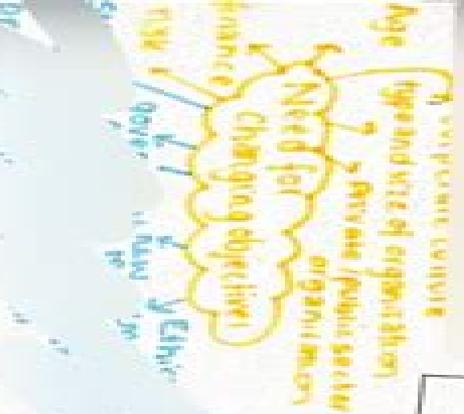
Organized Acquisition  
 - Venture capital  
 - Mergers & Acquisitions

Organic growth

Control coordination  
 - effective promotion  
 - good service products  
 - offer credit

Vertical integration  
 - backward  
 - forward

Horizontal integration  
 - acquire similar business  
 - expand market



Age types and size of organization  
 - Finance  
 - Human Resources  
 - Ethics

# Ib Business Management Notes And Revision Ib

**Michal Rosen-Zvi**



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