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Chapter 2

**The External Environment: Opportunities, Threats,
Industry Competition, and Competitor Analysis**

KNOWLEDGE OBJECTIVES

1. Explain the importance of analyzing and understanding the firm's external environment.
2. Define and describe the general environment and the industry environment.
3. Discuss the four activities of the external environmental analysis process.
4. Name and describe the general environment's seven segments.
5. Identify the five competitive forces and explain how they determine an industry's profit potential.
6. Define strategic groups and describe their influence on the firm.
7. Describe what firms need to know about their competitors and different methods (including ethical standards) used to collect intelligence about them.

CHAPTER OUTLINE

Opening Case: British Petroleum (BP) and Its Environment: How the Deepwater Horizon Offshore Drilling Platform Disaster Is Shaping Its Strategy

**THE GENERAL, INDUSTRY, AND COMPETITOR ENVIRONMENTS
EXTERNAL ENVIRONMENTAL ANALYSIS**

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Strategic Management Concepts And Cases Solution Manual

Katrin Zwirglmaier



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