

Ask Key Strategic Questions

MARKET OR BRAND POSITION	<ul style="list-style-type: none">• Where do your products and services fit in the market?• How does this compare to competitors?
KEY BENEFIT (or unique selling proposition)	<ul style="list-style-type: none">• What is your key benefit?• How is it delivered to consumers through everything you do?• How can you reinforce it, especially against competitors?
DEMAND ANALYSIS AND GROWTH STRATEGY	<ul style="list-style-type: none">• What volume of products/services will your consumers purchase?• Why?• How can you increase that by removing obstacles or limitations?
PRICING STRATEGY	<ul style="list-style-type: none">• Are your consumers price sensitive?• How do consumers respond to promotional pricing—yours or your competitors'?• Should your organization consider bundled pricing? What is the optimal bundle and how do you price it?
CONSUMER PROFILES	<ul style="list-style-type: none">• How are your consumers changing?• What is causing the change?• What does that mean for your organization?



insights in marketing

Key Questions In Strategic Planning

**Gene R. Tyndall, John Cameron, Robert
C. Taggart**



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alternative based on a jurisdiction's needs, its resource base and growth potential

Strategic Planning, Management, and Decision Making Robert G. Cope, 1981 Recent applications of the strategic planning approach in colleges and universities and techniques necessary for its application are reviewed. In addition, the intellectual roots of strategic planning are traced and strategic planning is defined and contrasted with long range planning. It is suggested that strategic planning addresses the total institution and attempts to address the total environment. Five areas of the strategic planning process are identified: establishing the mission, role and scope of the institution; analyzing data on the internal operations; analyzing data on the external environment; matching institutional mission and strengths in order to capitalize on opportunities for alternative formulations of policy; and choosing the strategies that are consistent with the institution's values, are economically justifiable, are politically attainable, and are consistent with serving social needs. Among the most substantial modern roots of the concept of strategic planning in chronological order of development are the following: geopolitical theory, field theory, general system theory, transdisciplinary management, school policy studies, the concepts and technique of marketing, and the concepts of organizational effectiveness. Approaches to scanning environmental information include tracking new ideas that appear in the higher education literature; using a cross impact paradigm that integrates national trends, local trends, values, and institutional sectors; developing a probability diffusion matrix for events and trends; force field analysis; and using value profiles.

Strategic Planning, 1998

Strategic Planning for AIDS Service Organizations Jude Kaye, Mike Allison, 1994

Strategic Planning J. William Pfeiffer, 1991

Strategic Planning for Sponsored Projects Administration Keith Harman, Charles R. McClure, 1985-11-19

Going beyond typical approaches to developing and administering sponsored projects, the authors build a compelling case for new perspectives and techniques which are uniquely relevant to today's fast paced Information Age. This work functions as both a theoretical treatise and a desk top handbook by integrating systems thinking, information management, boundary spanning, contingency management, and strategic planning into an effective and flexible model for both the public and private sectors. It assesses the various factors to take into account when applying the model in different organizational settings and outlines the various steps in initiating a project and bringing it to completion. The authors also further unify the technical work and human dimensions of their model by incorporating it with emerging concepts of organization culture.

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