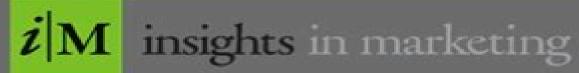
Ask Key Strategic Questions

MARKET OR BRAND POSITION	 Where do your products and services fit in the market? How does this compare to competitors?
KEY BENEFIT (or unique selling proposition)	 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	What volume of products/services will your consumers purchase? Why? How can you increase that by removing obstacles or limitations?
PRICING STRATEGY	 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	 How are your consumers changing? What is causing the change? What does that mean for your organization?



Key Questions In Strategic Planning

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

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and corporate strategy the strategy of a collection of businesses **Strategic Planning for Civics**,1992 **Strategic Facilities Planning** Alan Walter Steiss,2005-05-17 Capital budgeting and debt administration when pursued from a strategic planning perspective as opposed to the more conventional cost based framework provides a forward looking

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 institutions 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 **Strategic Planning** J. William Pfeiffer, 1991 Strategic Planning for Sponsored Projects Administration Allison, 1994 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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