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CAPITULO 1. INTRODUCCION A LA ESTRATEGIA

¿QUÉ ES LA ESTRATEGIA?

Las decisiones estratégicas o dirección estratégica consisten en:
<ul style="list-style-type: none">➤ La dirección a LARGO PLAZO de la organización.➤ El ALCANCE de las actividades de la organización. La cuestión de alcance es fundamental para la estrategia porque afecta a la forma en que los responsables de la dirección de la empresa conciben los límites de la organización.➤ La consecución de una VENTAJA respecto a los competidores.➤ Se pueden considerar como la BÚSQUEDA DE UN AJUSTE ESTRATÉGICO con el entorno empresarial.➤ Se puede considerar como la CREACIÓN DE OPORTUNIDADES mediante la acumulación de recursos y competencias en una organización. Esto se conoce como enfoque de recursos y capacidades, que se ocupa de explotar la capacidad estratégica de una organización para lograr una ventaja competitiva y nuevas oportunidades.➤ La estrategia de una organización no solo se ve afectada por las fuerzas del entorno y su capacidad estratégica, sino también por LOS VALORES Y EXPECTATIVAS DE AQUELLOS QUE TIENEN PODER en el entorno y dentro de la organización.
Por lo tanto, es probable que:
Tengan una naturaleza compleja . Se toman en situaciones de incertidumbre . Afecten a las decisiones operativas . Requieran un planteamiento integrado (tanto dentro como fuera de la organización). Impliquen cambios considerables.

Estrategia es la **DIRECCIÓN Y EL ALCANCE** de una organización a **LARGO PLAZO** que permite lograr una **VENTAJA** en un **ENTORNO CAMBIANTE** mediante la configuración de sus **RECURSOS Y COMPETENCIAS**, con el fin de satisfacer las **EXPECTATIVAS DE LAS PARTES INTERESADAS**.

NIVELES DE ESTRATEGIA

1. **La estrategia corporativa** DECISIONES SOBRE EL CONJUNTO DE LA ORGANIZACIÓN.
Se ocupa del **alcance general** de una empresa y de cómo se puede **añadir valor a las distintas partes** (unidades de negocio) de la organización.
Incluye cuestiones de:
 - cobertura geográfica
 - diversidad de productos/servicios o unidades de negocio
 - formas de asignar los recursos entre las distintas partes de la organización
 - las expectativas de los propietarios, los accionistas y la bolsa.
 - Cartera de productos y negocios
 - Amplitud de los mercados.Pueden muy bien adoptar la forma de una declaración explícita o implícita o de la **misión** que refleja esas expectativas. Es la base de las demás decisiones estratégicas.
2. **La estrategia de negocio** DECISIONES SOBRE UEN (es la parte de una organización para la que existe un mercado externo diferenciado de bienes o servicios que es distinto del de otra unidad estratégica de negocio).
Se ocupa de cómo se **debe competir con éxito** en determinados mercados **como se pueden ofrecer servicios públicos con mejor valor**.
Este nivel afecta:
 - los productos o servicios que hay que desarrollar
 - en que mercado se debe estar,
 - como se puede lograr una ventaja respecto a los competidores para alcanzar los objetivos de la organización.
 - Comprensión de los consumidores
3. **Las estrategias operativas** DECISIONES SOBRE EL SECTOR OPERATIVO
Se ocupan de como las **distintas partes** que componen una organización **permiten aplicar eficazmente las estrategias de negocio y de la corporación en cuanto a los recursos, los procesos y el personal**.

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Johnson, Evinrude Service Manual, 88 Thru 110, 150 Thru 175 Models ,1988 Covers models 88 90 100 150 155 and 175
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Outboards, Evinrude Outboards ,1994 **Gardener's Monthly and Horticultural Advertiser** ,1885 **The**

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