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Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Preface -- Brief contents -- Contents -- List of figures -- List of inserts -- Introduction -- Part I: Idea of strategic planning -- Part II: Strategic documents and strategy planning process -- Part III: Initializing strategic planning -- Part IV: Strategic analysis at the corporal level -- Part V: Developing the corporate strategy -- Part VI: Strategic analysis at the business level -- Part VII: Developing the business strategies -- Part VIII: Finalizing strategic planning -- Glossary -- Index -- Bibliography.

## Sommario/riassunto

Developing future strategies for a company is an important and complex task, and forms the core issue in this book. A company's strategy defines its future direction, specifying its desired market position and key competitive advantages both at the level of market offers and of resources. This book provides clear, straightforward advice for professionals: after a brief introduction to strategic planning, a heuristic process for determining future strategies is presented. It shows how to analyze a company's current situation, develop and assess options for the future, and define implementation projects. Throughout the book, detailed recommendations are illustrated with the help of numerous concrete examples. The book is a further development of the authors' highly successful previous publication "Process-based Strategic Planning," which appeared in six editions.

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