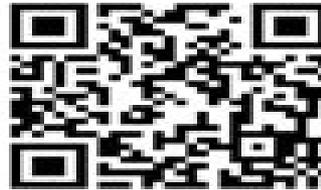


Lessons Learned Essay



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Introduction

Long or short term projects or activities in most cases adjourn with a lessons learned or "hot wash" activity so as to provide information on what went right, what went wrong, and to provide a performance rating of the team members. Lessons learned provide value to project/team members, as it allows for the way ahead for identifying potential risks, challenges, or even opportunities that the group may encounter when accomplishing the tasks at hand. DigiCam effectively participated in a virtual business simulation game focused on [marketing](#), business strategy, and competing with several digital camera [...show more content...](#)

Overall, the differentiation strategy didn't work for DigiCam, while each of the five competitors basically buried us with their own competitive pricing.

After differentiation proved futile, DigiCam also attempted a low-cost strategy. A low cost strategy over rivals has enormous competitive power, sometimes enabling a company to achieve faster rates of growth (Thompson, 2010, p.90). To do so, DigiCam sought to attract a significant number of buyers by having lower prices in all markets, with the exception of Latin America where the company controlled the dominant share of the market. Although DigiCam met buyer's expectations and increased profit and revenue, the company still failed to overcome the strategic moves conducted by the rival digital camera companies.

Offensive and Defensive Strategies Offensive strategies enable organizations to go the attack in order to take advantage of the weaknesses of competitors. DigiCam made efforts to employ an offensive strategy focused on increasing the company's net revenue and profits. Since the company was already strong in Latin America and doing well in North America, DigiCam took aim to increase sales in those two areas requiring market growth: Europe-Africa and Asia-Pacific. DigiCam employed offensive efforts to increase sales

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