

## Management Exam Study Guide: Chapter 6, 7 & 11

### chapter 6

- **planning:** identifying and selecting appropriate goals and courses of action for an organization
- **SWOT analysis:** a planning exercise in which managers identify (1) organizational strengths and weaknesses and (2) external opportunities and threats
  - environmental analysis
  - formulating a strategy: analyze current situation and develop strategies
- **five forces:** represent the greatest threats in the external environment
  - **level of rivalry:** increased competition results in lower profits
  - **potential for entry:** easy entry leads to lower prices and profits
  - **power of suppliers:** if there are only a few suppliers of important items, supply costs rise
  - **power of customers:** if there are only few large buyers, they can bargain down prices
  - **substitutes:** more available substitutes tend to drive down prices and profits
  - **threat of substitutes**
    - when substitutes exist, your customers can easily switch and if they can switch, you can't command high prices for your products
- **corporate level strategies**
  - Corporate strategy is focused on obtaining a mix of business units that will allow the company to succeed as a whole.
  - **corporate level plan:** top management decisions pertaining to the organization's mission, overall strategy, and structure
  - **single industry:** provides no cushion if industry experiences a slump
    - "putting all your eggs in one basket"
    - simplest corporate level strategy
  - **vertical integration:** expanding a company's operations either backward into an industry that produces inputs for its products or forward into an industry that uses, distributes, or sells its products
    - **backward:** jumping backward into a supply chain
      - dairy farm <<< ice cream
    - **forward:** jumping forward into distribution - not the same as in a retail store like Best Buy
      - apple >> apple store
  - **diversification:** expanding a company's business operations into a new industry in order to produce new kinds of valuable goods or services
    - **related:** entering a new business or industry to create a competitive advantage in one of more of an organization's existing divisions or businesses
      - Honda - cars, ATVs, jets, robotics, lawn mowers
    - **unrelated:** entering a new industry or buying a company in a new industry that is not related in any way to an organization's current businesses or industries

# Management Analyst Study Guide

**Daniela Niemeyer**



## **Management Analyst Study Guide:**

Management Analyst Study Guide: Bestsellers in 2023 The year 2023 has witnessed a noteworthy surge in literary brilliance, with numerous captivating novels enthralling the hearts of readers worldwide. Lets delve into the realm of top-selling books, exploring the fascinating narratives that have captivated audiences this year. Management Analyst Study Guide : Colleen Hoover's "It Ends with Us" This heartfelt tale of love, loss, and resilience has gripped readers with its raw and emotional exploration of domestic abuse. Hoover masterfully weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can triumph. Uncover the Best : Taylor Jenkins Reids "The Seven Husbands of Evelyn Hugo" This captivating historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reids compelling storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery. Discover the Magic : Delia Owens "Where the Crawdads Sing" This captivating coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens crafts a tale of resilience, survival, and the transformative power of nature, captivating readers with its evocative prose and mesmerizing setting. These top-selling novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of compelling stories waiting to be discovered. The novel begins with Richard Papen, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is a brilliant and suspenseful novel that will keep you wondering until the very end. The novel is a warning tale about the dangers of obsession and the power of evil.

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cup at a time to form a soft dough turn onto a floured surface knead until smooth and elastic 8 10 minutes place in a greased bowl turning once to grease the top cover and let rise in a warm place until doubled 1 1 2 to 2 hours

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