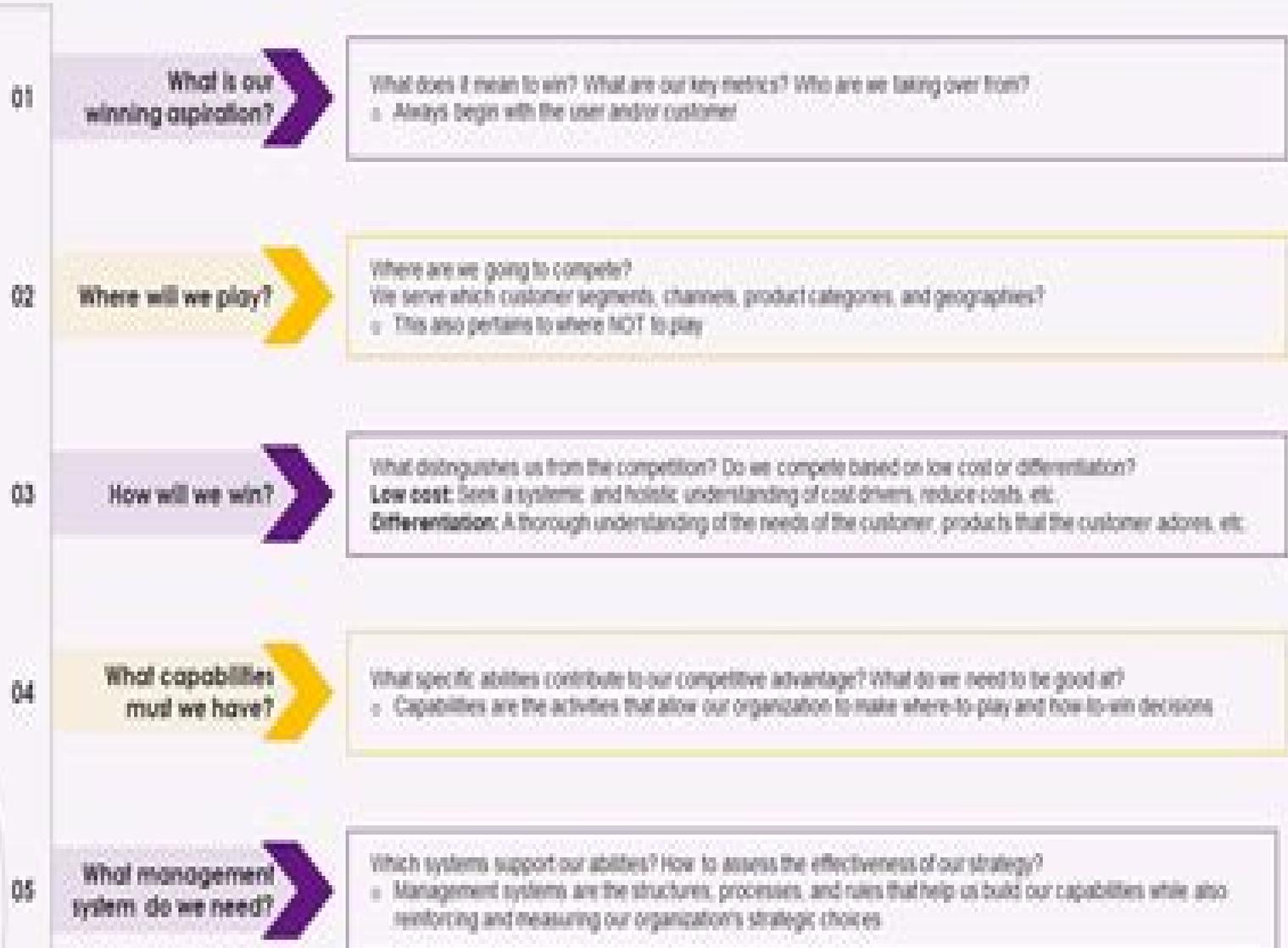
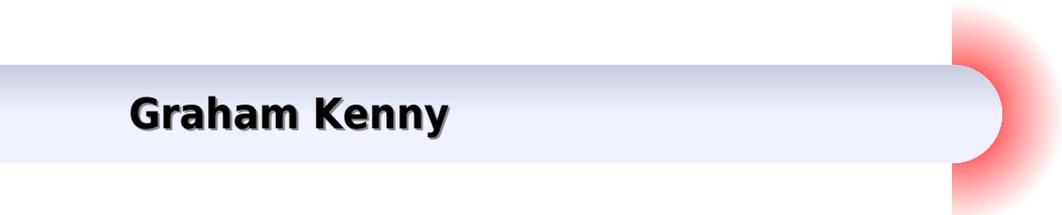


Playing to Win Strategy - A Simple Framework



Strategic Factors Develop Measure Winning Strategy

Graham Kenny



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Strategic Planning and Performance Management Graham Kenny, 2012-08-06 Strategic Planning and Performance Measurement Develop Measure a Winning Strategy provides a clear and concise roadmap for designing implementing and measuring strategy The focus is on strategic factors which are defined in a unique way as the criteria on which an organization or business unit has to do well in order to succeed For organizations to be successful they must take a stakeholder perspective of their performance stakeholders such as customers suppliers employees and owners The book cites many case studies including 7 Eleven Roche K mart McDonald s Levi Strauss Accor Hotels Gallo Wines Daimler Chrysler Sears Roebuck Mont Blanc Tag Heuer Lexus Semco Bright Horizons Burns Philp Scania Trucks and British Airways This book provides a quantum leap forward in improving organizational performance Management practitioners across the globe will find immediate and practical applications of its methods Strategic Factors Graham Kenny, 2001 Strategy for business and other organisations based on the premise that all organisations compete in only three ways Scale Scope and Structure Presents key performance indicators to track strategic success and provide the means for analysis of performance Includes bibliography index glossary of terms and appendices Author is a Fellow of the Australian Institute of Company Directors a Fellow of the Australian Institute of Management and has published articles in journals including the Journal of Management Studies and the Journal of General Management **Strategy Discovery** Graham Kenny, 2023-09-22 Personal useful actionable and grounded in research this book will shift your thinking from strategy development to strategy discovery to enable you to deal with today s business challenges engage your staff and boost your business performance Management teams and boards are facing disruption on all sides from morphing customer preferences to the COVID pandemic to climate change At the same time they are floundering in strategy confusion with too many concepts and not enough clarity In this book strategy expert and regular Harvard Business Review author Graham Kenny releases managers and directors from their strategy haze His simple and effective framework allows managers to navigate the current maze of ideas and approaches and maximize their competitive advantage Kenny s readable style is equally effective each chapter begins with an engaging story then builds on this with cases client examples sidebars and more ending with a series of action points to provide a pathway to success CEOs senior level and middle managers across all functions and sectors including private public and not for profit organizations who discuss and set strategy for their organization or business unit will appreciate the articulated framework illustrative anecdotes and positive encouragement this book offers Diversification Strategy Graham Kenny, 2009-08-03 Diversified organizations are everywhere in the private public and not for profit sectors With diversification comes complication and if the varied activities of these organizations are not carried out effectively their very diversity can lead to major inefficiency at best and corporate failure at worst Diversification Strategy challenges conventional wisdom and establishes a blueprint for successfully managing diversification Using illuminating case studies such as General Electric

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