

Case Study Research on Strategic Management of Alpha Company

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Abstract

Alpha is a diversified listed company, which developed from a single toy company to a company with four business sectors. Its development strategy is worth being studied. This essay focuses on Alpha's corporate-level strategies. With the introduction and analysis of the internal and external environment of Alpha Company, and combining with the analysis of the company business model, the paper used the analysis tools such as SWOT and PEST to study the management model and business portfolios of the company. In the process of diversification development of many Chinese enterprises, they often focus on business-level strategy, while ignoring the importance of corporate-level strategy. This may make them ignore the expansion of investment, support of the core business and the coordination of the business. Therefore, the corporate strategy is an important factor for the enterprise's development. Then, the paper draws the conclusion that the management model needed to be adjusted, and the business portfolios needed to be improved. According to this conclusion, it figured out the Alpha's strategic objectives and planning schemes, and set the diversification strategy, which might be suitable for the company development. Finally, the paper put forward the concrete measures of corporate-level strategy, including five aspects of the management adjustment measures, which are the adjustment of the organizational structure, the management of the integration of acquisition resources, R & D resources' integration, integration of human resources and integration of sales resources. Conclusions might provide some effective suggestions for building the company's long-term strategy.

Keywords

Alpha, The Whole Chain Strategy, Diversification

Strategic Retailing Management A Case Study Approach

Barry Berman, Joel R. Evans



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