

QSPM (Quantitative Strategic Planning Matrix) for XYZ company

Key Factors	Alternative 1 - <i>Acquire Competitor</i>			Alternative 2 - <i>Expand Internally</i>		
	Weight	Attractiveness Scores	Total Attractiveness Score	Weight	Attractiveness Scores	Total Attractiveness Score
Strengths						
Unique product	0.11	2	0.22	0.08	1	0.08
Location of your business	0.09	3	0.27	0.06	2	0.12
Worker's unique skill set	0.15	1	0.15	0.13	4	0.52
Quality of product	0.11	4	0.44	0.15	4	0.60
Increasing work productivity	0.09	0	0.00	0.12	3	0.36
Weaknesses						
Lack of quality and customer service	0.10	4	0.40	0.13	3	0.39
Poor marketing and sales	0.15	2	0.30	0.10	1	0.10
Undifferentiated product	0.08	3	0.24	0.17	0	0.00
Negatively sensitive to globalization	0.12	1	0.12	0.06	1	0.06
<i>Sum Weights</i>	100%			100%		
Opportunities						
A new emerging or developing market	0.09	4	0.36	0.12	0	0.00
Possible acquisition of a competitor	0.14	4	0.56	0.08	2	0.16
Membership in trade alliance	0.16	0	0.00	0.10	1	0.10
Threats						
Increasing competition in the market	0.08	4	0.32	0.12	1	0.12
Price war	0.10	3	0.30	0.14	0	0.00
Competitor oligopoly	0.18	2	0.36	0.09	1	0.09
US dollar exchange rate	0.09	0	0.00	0.20	0	0.00
Infavorable taxes	0.16	0	0.00	0.15	0	0.00
<i>Sum Weights</i>	100%			100%		
Sum Total Attractiveness Score			4.04	>	2.70	

The Quantitative Strategic Planning Matrix Qspm Applied

L Towne



The Quantitative Strategic Planning Matrix Qspm Applied:

Whispering the Techniques of Language: An Emotional Quest through **The Quantitative Strategic Planning Matrix Qspm Applied**

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