

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

Ondrej Jaško, Sanja Marinković



The Quantitative Strategic Planning Matrix Qspm Applied:

Proceedings of the International Conference on Economics, Management, and Accounting (ICEMAC 2022)

Prasetyo Hartanto, 2023-08-29 This is an open access book The International Conference on Economics Management and Accounting ICEMAC is an activity held at an international conference by presenting new studies and research results in the fields of Economics Management and Accounting The Management and Accounting Study Program is the organizer of this international conference ICEMAC is the third conference held by us and will be held virtually due to the COVID 19 Pandemic which has not shown a better situation The 3rd ICEMAC 2022 conference will be expected to bring together national and international scale researchers practitioners students and community and industry activists in our chosen fields Considering the occurrence of disruptive technology in Indonesia which has an impact on business transformation in various fields especially the accounting and economic fields which have changed massively into digitalization and put forward a new equilibrium or new balance In order to move into the 5.0 era the 3rd ICEMAC 2022 international conference has the main theme namely Sustainable business strategy to face challenges Opportunity in digitalization era Proceedings of the XV International symposium Symorg 2016

Ondrej Jaško, Sanja Marinković, 2016-06-03 *Proceedings of the Fourth International Conference on Administrative Science (ICAS 2022)* Abdul Rahman, Septiana Dwiputrianti, Muhamad Nur Afandi, 2023-09-28 This is an open access book Central Themes Administrative Reform Toward Collaborative and Digital Governance Era The main objective of the international conference is to identify and understand the opportunities and challenge of the sustainable development goals in the new normal era Formulating the knowledge and experiences in regard to the sustainable development goals in the new normal era Understanding the effect in multiple perspectives such as social politics political economy governance paradigm shift economy business environmental security human resources management etc Creating innovation in public policy and administration which is adaptive and sensitive to the multiplier effect of decision making and process made by the public sector governance in the pandemic era Developing networking and partnership with international academicians expertise and professionals in arrange of filed in business public policy administration political economy development etc **Proceedings of the International Conference on**

Multidisciplinary Studies (ICoMSi 2023) Agung Hidayat, Chanel Tri Handoko, Siti Khoiriyah, Akbarudin Arif, Haryani Saptaningtyas, 2024-05-15 This is an open access book The Graduate School of Universitas Sebelas Maret organizes the 2nd International Conference on Multidisciplinary Studies ICOMSI 2023 This conference aims to bring together scholars researchers practitioners and policymakers from various disciplines to engage in meaningful discussions on the critical issues surrounding cultural preservation social equity and ecological balance and their collective contribution to achieving a sustainable and inclusive future In today's rapidly changing world preserving cultural heritage and fostering social equity is paramount to ensuring a harmonious and sustainable society We can cultivate a more inclusive and tolerant society by

developed to assist DMs in the evaluation of strategic alternatives However the intuitive methods lack a structured framework for the systematic evaluation of strategic alternatives while the analytical methods are not intended to capture intuitive preferences Euclid is a simple and yet sophisticated multiobjective value analysis model that attempts to uncover some of the complexities inherent in the evaluation of strategic alternatives The proposed model uses a series of intuitive and analytical methods including environmental scanning the analytic hierarchy process AHP subjective probabilities and the theory of displaced ideal to plot strategic alternatives on a matrix based on their Euclidean distance from the ideal alternative Euclid is further compared to the quantitative strategic planning matrix QSPM in a real world application The information provided by the users shows that Euclid can significantly enhance decision quality and the DM s confidence Euclid is not intended to replace the DMs rather it provides a systematic approach to support supplement and ensure the internal consistency of their judgments through a series of logically sound techniques *Applied Strategic Planning* Leonard David Goodstein,1993 **Applied Strategic Planning** Goodstein,1992-05-01 **Applied Strategic Planning: How to Develop a Plan That Really Works** Leonard D. Goodstein,Timothy M. Nolan,J. William Pfeiffer,1993-06-22 Plan future organizational success Keep ASP team members up to speed with this quick study Put all of your ASP Planning team members in the know with the Introduction Keep all of your team members on track with this visual reminder of the process This comprehensive OD resource is a powerful aid to consultants engaged in implementing strategic planning with organizational planning teams The Kit is based on the ASP model that consists of two ongoing phases Environmental Monitoring and Application Considerations and nine sequential steps that the planning team follows Planning to Plan Values Scan Mission Formulation Strategic Business Modeling Performance Audit Gap Analysis Integrating Action Plans Contingency Planning Implementation We have been using the Applied Strategic Planning process in our agency and it has helped us to focus and provide needed leadership given the extended budget crisis and constant change Ramon J Rodriguez deputy executive director New York State Division of Equalization and Assessment Components of The ASP Kit Applied Strategic Planning The Consultant s Kit Includes a 554 page looseleaf binder containing 79 up to date strategic planning activities to guide the planning team through each step of the strategic planning process Some activities call for supplemental items most are complete within themselves Notes to the Consultant and an Overview of Activities begin each chapter A color transparency of the ASP model is included One copy of each of the following components is also included each item below may also be purchased separately Applied Strategic Planning A Comprehensive Guide ISBN 070240205 hardcover 380 pages 49 95 Provides an in depth outline of the strategic planning process Applied Strategic Planning An Introduction ISBN 0883903180 72 pages 20 00 Provides a basic understanding of the ASP process to members of the planning team and other key members who need to understand the process Applied Strategic Planning An Overview ISBN 0883903199 paperback 6 pages 6 00 A brief synopsis of the process what needs to happen during each phase and how to

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Table of Contents The Quantitative Strategic Planning Matrix Qspm Applied

1. Understanding the eBook The Quantitative Strategic Planning Matrix Qspm Applied
 - The Rise of Digital Reading The Quantitative Strategic Planning Matrix Qspm Applied
 - Advantages of eBooks Over Traditional Books
2. Identifying The Quantitative Strategic Planning Matrix Qspm Applied
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an The Quantitative Strategic Planning Matrix Qspm Applied
 - User-Friendly Interface
4. Exploring eBook Recommendations from The Quantitative Strategic Planning Matrix Qspm Applied

- Personalized Recommendations
 - The Quantitative Strategic Planning Matrix Qspm Applied User Reviews and Ratings
 - The Quantitative Strategic Planning Matrix Qspm Applied and Bestseller Lists
5. Accessing The Quantitative Strategic Planning Matrix Qspm Applied Free and Paid eBooks
 - The Quantitative Strategic Planning Matrix Qspm Applied Public Domain eBooks
 - The Quantitative Strategic Planning Matrix Qspm Applied eBook Subscription Services
 - The Quantitative Strategic Planning Matrix Qspm Applied Budget-Friendly Options
 6. Navigating The Quantitative Strategic Planning Matrix Qspm Applied eBook Formats
 - ePub, PDF, MOBI, and More
 - The Quantitative Strategic Planning Matrix Qspm Applied Compatibility with Devices
 - The Quantitative Strategic Planning Matrix Qspm Applied Enhanced eBook Features
 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of The Quantitative Strategic Planning Matrix Qspm Applied
 - Highlighting and Note-Taking The Quantitative Strategic Planning Matrix Qspm Applied
 - Interactive Elements The Quantitative Strategic Planning Matrix Qspm Applied
 8. Staying Engaged with The Quantitative Strategic Planning Matrix Qspm Applied
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers The Quantitative Strategic Planning Matrix Qspm Applied
 9. Balancing eBooks and Physical Books The Quantitative Strategic Planning Matrix Qspm Applied
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection The Quantitative Strategic Planning Matrix Qspm Applied
 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
 11. Cultivating a Reading Routine The Quantitative Strategic Planning Matrix Qspm Applied
 - Setting Reading Goals The Quantitative Strategic Planning Matrix Qspm Applied
 - Carving Out Dedicated Reading Time
 12. Sourcing Reliable Information of The Quantitative Strategic Planning Matrix Qspm Applied

- Fact-Checking eBook Content of The Quantitative Strategic Planning Matrix Qspm Applied
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
- Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
- Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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