



# Strategic Decisions

**R. Henry Migliore**



## **Strategic Decisions:**

Strategic Decisions Vassilis Papadakis, Patrick Barwise, 2012-12-06 Over the past ten years there has been growing interest in the process of strategic decision making among both managers and researchers Strategic decisions are important for five main reasons They are large scale risky and hard to reverse they are a bridge between deliberate and emerging strategies they can be a major source of organizational learning they play an important part in the development of individual managers and they cut across functions and academic disciplines Strategic Decisions summarizes the current state of the art in research on strategic decision making with chapters prepared by leading strategy researchers The editors also present implications for current application and proposed directions for future research **Strategic Decisions** Marcel Planellas, Anna Muni, 2019-09-19 In Strategic Decisions Planellas and Muni provide an invaluable tool for anyone facing the challenge of taking strategic decisions Using their circle of strategic decisions framework they guide readers smoothly through the decision making process Following this they present thirty of the most widely used strategic models including Porter's Five Forces Ansoff's Matrix Blue Ocean Strategy Open Innovation and the 8 Step Change Model For each model they demonstrate the content context and application using clear and eye catching graphics This is a must have book for all M B A students and business managers Navigating Strategic Decisions John E. Triantis, 2013-06-12 Based on four decades of experience and research Navigating Strategic Decisions The Power of Sound Analysis and Forecasting explains how to improve the decision making process in your organization through the use of better long term forecasts and decision support Filled with time tested methodologies and models it provides you with the tools to establish the organization processes methods and techniques required for analyzing and forecasting strategic decisions Describing how to foster the conditions required for forecasts to materialize this book will help you rank project valuations and select higher value creation projects It also teaches you how to Assess the commercial feasibility of large projects Apply sanity checks to forecasts and assess their resource implications Benchmark best in class strategic forecasting organizations processes and practices Identify project risks and manage project uncertainty Analyze forecasting models and scenarios to determine controllable levers Pinpoint factors needed to ensure that forecasted future states materialize as expected This book provides you with the benefit of the author's decades of hands on experience In this book John Triantis shares valuable insights on strategic planning new product development portfolio management and business development groups Describing how to provide world class support to your corporate market and other planning functions the book provides you with the tools to consistently make improved decisions that are based on hard data balanced evaluations well considered scenarios and sound forecasts **Make Better Strategic Decisions** Jeremy N. White, 2023-12-15 Every day we hear of serious errors of judgement that result in organisational disaster Why do seemingly successful businesses NGOs or even political parties fall prey to irrevocable governance breakdowns or worse still criminal malpractice By prompting readers to think deeply about strategic decision

making human behaviour and cognitive biases this book offers a disciplined objective and thoughtful approach to making better decisions Every strategic problem is fundamentally a journey into the unknown which involves a unique combination of duration scale external and internal dynamics and personal motivations Rarely is a strategic decision solved by saying If a situation is A then the solution is B The book explores how to develop a strong foundation for problem resolving rather than simplistic problem solving by strengthening competence so that decisions are made wisely The case of Carillion plc the second largest construction group in the United Kingdom that went bankrupt in January 2018 is used to explore how a large and profitable company collapsed so dramatically when it was run by an experienced board and advised by three of the Big Four accounting firms Professor Jeremy N White presents a clear strategic toolkit for better strategic decision making This book will appeal to senior managers who are interested in techniques for making better strategic decisions The lessons from the failure of Carillion plc are applicable to corporate leaders in addition to politicians and those who run not for profit organisations

*Strategic Decisions and Weak Signals* Humbert Lesca, Nicolas Lesca, 2014-05-09 An increasing number of business executives managers and political leaders are using the concept of weak signals nowadays There are also an increasing number of people trying to find out exactly what this concept means as well as when and how to use it Such questions arise particularly when it comes down to making strategic decisions To help with these questions this book defines the concept of the weak signal and then demonstrates how it would be useful in relation to strategic decisions and more precisely in relation to three moments of the strategic decision i e The trigger of the strategic decision what is the trigger why and when The development of the strategic decision The implementation of the strategic decision

**Strategic Decisions: The Mathematics of Game Theory** Lexa N. Palmer, 2024-07-31 Embark on a journey to unlock the secrets behind successful decision making with *Strategic Decisions: The Mathematics of Game Theory* This comprehensive exploration leaves no stone unturned in the intricate world of game theory offering insights into how individuals businesses and nations make strategic choices in various contexts Whether you're navigating the complexities of competitive markets political landscapes or everyday interactions this book equips you with the tools to understand and influence outcomes ensuring a confident and reassured learning journey In *Strategic Decisions* you'll not only grasp the foundational game theory concepts including Nash equilibrium dominant strategies and mixed strategies but also witness their real world applications The book transcends theory to explore practical applications in economics politics business and beyond empowering you with the knowledge of how game theory can be applied to real world situations From optimizing market strategies to understanding the dynamics of international relations this book provides a rich understanding of the strategic behavior that shapes our world

**What You Will Find in This Book** The history and evolution of game theory Key concepts like Nash equilibrium and dominant strategies Applications of game theory in economics and market strategies Insights into political strategy and international relations The role of information and signaling in decision making Behavioral game theory

and human psychology Ethical and philosophical considerations in strategic choices Case studies and practical applications across various fields Whether you re a student professional or curious reader Strategic Decisions The Mathematics of Game Theory offers not just insights but a potential transformation in your approach to decision making Dive into the world of game theory and let it inspire and motivate you to make strategic choices that can shape your future *Firms` Strategic Decisions: Theoretical and Empirical Findings* Kazuhiro Ohnishi,2018-03-13 This volume of the series features 14 chapters covering theoretical and empirical research on strategic decision making of monopolistic and oligopolistic organizations Topics covered in this volume include strategic behavior of different types of firms identifying insiders in organizations the relationship of employees green behavior with environmental sustainability the relationship between firm size and export intensities of manufacturing firms in India in a discriminating oligopoly model and how industrial economics modeling can be particularly useful to analyze development issues in a context of food safety regulations This volume is suitable for academics students and professionals studying firm behavior in the fields of economics business administration policymaking and engineering **Fundamentals of Strategic Management'** 2007 Ed. N. Orcullo,2007 **The Bradford Studies of Strategic Decision Making** Dave J. Hickson,Richard J. Butler,David C. Wilson,2017-07-12 This title was first published in 2001 This volume brings together the 25 year output of the longest running programme of research into the making of decisions by top management It describes and explains the processes of arriving at major decisions and how they are affected by the issue under decision the form of organization and national differences and then finally success and failure in implementation The programme continues with research on routes in successfully managing implementation **Enabling Strategic Decision-Making in Organizations through Dataplex** Siva Ganapathy, Subramanian Manoharan,Rajalakshmi Subramaniam,Sanjay Mohapatra,2023-01-23 Enabling Strategic Decision Making in Organizations through Dataplex breaks down the role of data in strategic decision making examining the organizational benefits but also utilising real world examples of limitations and challenges and how these can be overcome *Strategic Decision Making in Modern Manufacturing* Harinder Singh Jagdev,Attracta Brennan,J. Browne,2013-06-29 Strategic Decision Making in Modern Manufacturing introduces and explains the AMBIT Advanced Manufacturing Business ImplemenTation approach which has been developed to bridge the gap between strategic management considerations and the operational effects of technology investment decisions on the manufacturing organisation so that the likely impact of new manufacturing technology and or programme implementations can be evaluated anticipated and accurately predicted The AMBIT approach focuses specifically on the non financial aspects of such investment decisions and offers an approach that allows a manager or more frequently a management team to understand the impacts of a new technology or a new programme on the manufacturing organisation in terms of manufacturing performance **Uncertainty and Strategic Decision Making** Kristian J. Sund,Robert J. Galavan,Anne Sigismund Huff,2016-11-14 In this book leading researchers on Managerial and Organizational Cognition

consider the foundations of individual and social cognition and their effect on strategic decision making Corporate Governance and Strategic Decision Making Lawrence Emeagwali, 2017-09-20 This edited volume aims to intimate and orient readers on the current state of corporate governance and strategic decision making a decade after the global financial crises In particular it sheds more light on the current state of affairs of corporate governance mechanisms codes and their enforcement as well as novel issues arising The ten constituent chapters contained herein are authored by seasoned academics with research interests in the areas of corporate governance strategic management and sustainable management practices It provides up to date theoretical and empirical evidence of such corporate governance issues as corporate governance codes corporate fraud quality of earnings strategic decision making corporate social responsibility sustainable management and sustainable growth strategies Irrespective of the diverse nature and span of the topics included this edited volume is divided into three sections and structured to read as a unit *AI, Analytics and Strategic Decision-Making* Anna Ujwary-Gil, Anna Florek-Paszowska, 2025-07-25 AI Analytics and Strategic Decision Making is an insightful exploration into the transformative power of artificial intelligence and advanced analytics in business and policy contexts This volume provides a unique blend of theoretical knowledge and practical applications showcasing how AI and analytics are reshaping decision making processes across multiple domains From predicting high growth firms using Random Forests to leveraging Large Language Models for process mining this book offers an extensive look at the latest innovations in AI and their strategic implications It explores diverse topics including the role of knowledge management in Industry 4.0 AI powered decision making tools for individuals and public policy making through Internet Public Opinion Analysis Each chapter provides a nuanced perspective on how AI and analytics tools ranging from Social Network Analysis to agent based modeling can tackle real world challenges such as climate change resource allocation and productivity enhancement AI Analytics and Strategic Decision Making will inspire entrepreneurs policymakers academics and business strategists to think critically about the power of data driven insights and AI technologies This comprehensive resource dives into how innovative tools can foster informed decision making drive efficiency and pave the way for strategic success in an increasingly complex world

*An investigation of strategic decision making in Swedish and German companies based on Game Theory* Anke Steinmetz, Elke Eisemann, 2002-04-26 Inhaltsangabe Abstract Game theory was established by the mathematician John von Neumann 1903 to 1957 and the economist Oskar von Morgenstern 1902 to 1977 who in 1944 published a among game theorists very well known work of literature called Theory of Games and Economic Behavior However in his book Spieltheorie und konomische Bei spiele Werner G th regards game theory not exclusively as an economic discipline although fundamental concepts of game theory have been inspired by economic questions and have been developed by economists Regarding game theory there are numerous applications in the areas theoretical economy operations research statistical decision theory marketing politic and military science insurance mathematics sociology and psychology Aim of the

dissertation is to give a general overview on game theory and especially to answer the following questions by analysing the Swedish and German replies of the questionnaire 1 Do strategic deciders of large companies know about game theory and do they use it as a strategic tool 2 What is the percentage of managers who are able to give correct answers when they are confronted with certain game situations 3 Are there any links between the characteristics of the manager and their ability to give correct answers to the game situations 4 Is it possible to find any differences between German and Swedish managers regarding 1 2 and 3 The dissertation does not contain all parts of game theory Only aspects the authors think to be the most important in connection with economy will be discussed Inhaltsverzeichnis Table of Contents 1 INTRODUCTION1 2 THEORETICAL FRAMEWORK2 2 1FUNDAMENTAL DEFINITIONS2 2 2ECONOMIC RELEVANCE3 2 3FORMAL REPRESENTATION OF GAMES4 2 4SOLUTION CONCEPTS12 2 5STRATEGIC MOVES26 2 6HISTORICAL OVERVIEW OF GAME THEORY27 3 THE PRISONERS DILEMMA PD 31 3 1THE STORY31 3 2COOPERATION32 3 3THE REPEATED PD33 4 EXAMPLES FOR INTERESTING ECONOMIC GAMES38 4 1MARKET ENTRY GAME38 4 2COVER STORY WAR40 4 3THE OPEC GAME42 4 4CRAZY EDDIE44 4 5FOOTBALL LEAGUE45 4 6TECHNOLOGY RACE47 5 THE QUESTIONNAIRE49 5 1THE INTERVIEWED PERSONS49 5 2EXPLANATION OF THE QUESTIONNAIRE49 6 EVALUATION OF THE QUESTIONNAIRE67 6 1THE EVALUATED COUNTRIES67 6 2THE EVALUATION OF THE QUESTIONNAIRE70 7 REVIEW120

**Socio-Cognitive Dynamics in Strategic Processes** Maren S. D. Breuer, 2010

Process related considerations in strategy research and approaches to managerial cognition constitute two highly valuable yet still only limitedly integrated fields of interest in strategic management To fill this void the work starts from a cognitive perspective with the overall aim of examining the emergence of organisational strategies in strategic processes The central research object strategy is thereby conceptualized as shared strategic orientations among an organisation's key actors The existing gap between strategy process research and cognitive strategy research is closed on a conceptual level first by developing and specifying a socio cognitive perspective on strategic processes In recognition of the central importance of social interactions in this context the focus is then set on a specific core forum for strategic activities i e strategic decision making groups In this the nature and the role of social interactions for the developing strategy related knowledge structures is examined first conceptually leading to the development of a socio cognitive model on strategic decision making in groups followed by a qualitative empirical study in this kind of activity forum With its truly interdisciplinary nature the dissertation is of interest for strategy scholars as it enlarges the pool of knowledge in strategic management both content wise and also methodologically with the innovative empirical research approach adopted For practitioners contributions are made by detailing the different dimensions of strategic processes and hence sensitizing to important factors for careful overall process designs At the micro level concrete suggestions are derived for composing and instructing strategy teams in such a way as to allow for efficient interchanges during the discussions themselves as well as to enable the effectiveness of these efforts

beyond the specific group context and for the performance of the wider organisation **Affect and cognition in upper echelons' strategic decision making: Empirical and theoretical studies for advancing corporate governance.**

Matteo Cristofaro, Yongjian Bao, Sana Chiu, Ana Beatriz Hernández-Lara, Leticia Perez-Calero, 2023-02-15 **Complex Strategic Choices** Steen Leleur, 2012-02-06 Effective decision making requires a clear methodology particularly in complex globally relevant situations Institutions and companies in all disciplines and sectors are faced with increasingly multi faceted areas of uncertainty which cannot always be effectively handled by traditional strategies Complex Strategic Choices provides clear principles and methods which can guide and support strategic decision to face modern challenges By considering ways in which planning practices can be renewed and exploring the possibilities for acquiring awareness and tools to add value to strategic decision making Complex Strategic Choices presents a methodology which is further illustrated by a number of case studies and example applications Dr Techn Steen Leleur has adapted previously established research based on feedback and input from various conferences journals and students resulting in new material stemming from and focusing on practical application of systemic planning The outcome is a coherent and flexible approach named systemic planning The inclusion of both the theoretical and practical aspects of systemic planning makes this book a key resource for researchers and students in the field of planning and decision analysis as well as practitioners dealing with strategic analysis and decision making More broadly Complex Strategic Choices acts as guide for professionals and students involved in complex planning tasks across several fields such as business and engineering Quality Decision Management -The Heart of Effective Futures-Oriented Management E.G. Frankel, 2008-12-21 Over the years I have worked with or consulted for many managers throughout the world at all levels of industry and government I have seen who succeeded achieved goals and made progress and who failed or crashed I have studied their methods of operation and their decision making approach as well as the range of people involved in the decision making I similarly personally managed large industrial and service organizations and their operations and found that to succeed and have a content team of collaborators decision making had to be joint and delegated to the lowest competent and informed level Using this approach not only improved the performance of the organization or firm but also resulted in a more content professional cooperative happy and competent workforce In general people like to assume responsibility particularly of functions with which they are intimately familiar They enjoy the role of decision maker and the use of their knowledge and experience in guiding their and related work Delegation of decision making not only infuses pride and contentment but also assures more informed timely and effective implementation of decisions It also adds to worker training and education as workers inquire develop information and use of their own experience in improving their decision making Worker pride and feeling of control and involvement lead to contentment and satisfaction which in return pays dividends in worker productivity morale retention and resulting low turnover Strategic Planning for Not-for-profit Organizations R. Henry Migliore, 1995 Strategic Planning for Not For Profit Organizations covers all the steps involved in

developing a strategic plan for a not for profit organization Strategic planning has become a critical issue for not for profit organizations as they strive for direction and orderly adjustment to a changing environment In this book the authors describe a strategic planning process that will help readers bring direction and unity to their organizations and help create a sense of enthusiasm and anticipation as organizations visions of what they can be begin to unfold Strategic Planning for Not For Profit Organizations is both a tutorial and an easily accessible reference It is packed with user friendly information to help readers prepare their own strategic plans and evaluate plans created by others The book presents essential concepts and techniques in a concise readily usable form that readers can immediately use in decisionmaking Worksheets and real life examples throughout the book help readers in the step by step development of strategic plans for their own organizations A set of appendixes includes a strategic plan outline and presents sample strategic plans so readers can see what one actually looks like and get a head start on theirs A complete guide to strategic planning for not for profit organizations this book covers everything from writing purpose or mission statements and setting goals to strategy development and evaluation and control procedures Managers and administrators of not for profit organizations will find Strategic Planning for Not For Profit Organizations an extremely helpful guide for their planning duties The book also serves as a valuable text or supplemental reading for college courses on managing not for profit organizations

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