

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

# The Quantitative Strategic Planning Matrix Qspm Applied

**Abdul Rahman,Septiana**  
**Dwiputrianti,Muhamad Nur Afandi**

## **The Quantitative Strategic Planning Matrix Qspm Applied:**

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vast amount of information that must be considered to solve inherently ill structured and complex strategic problems creates a need for tools to help decision makers DMs recognize the complexity of this process and develop a rational model for strategy evaluation Over the last several decades a philosophy and a body of intuitive and analytical methods have been 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** J. William Pfeiffer,Leonard D. Goodstein,Timothy M. Nolan,1986 *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

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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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