



FT Essential Guide to Developing a Business Strategy: How to Use Strategic Planning to Start Up or Grow Your Business (Financial Times Series)

Vaughan Evans

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Want to take your company to the next level? You need a roadmap, a strategy. Preferably one that is simple, workable and saleable. This book provides you with just that. It sets out a straightforward strategy development process, the 'Strategy Pyramid', and guides you through it. It uses a lively central case study throughout, as well as drawing on examples of how real businesses have developed winning strategies. Whether you are intent on growing your business, or setting out on your start-up, this book offers an uncomplicated, practical and readable guide on how to get the strategy you need for your business to succeed.

It offers sound advice on the following areas:

- Setting goals and objectives
- Forecasting market demands
- Gauging industry competition
- Tracking competitive advantage
- Targeting the strategic gap
- Bridging the gap with business strategy
- Bridging the gap with corporate strategy
- Addressing risk and opportunity

The FT Essential Guide to Developing a Business Strategy will help businesses of all sizes to chart and realise their growth ambitions.

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