



UNIVERSITÀ  
DEGLI STUDI DI MILANO-BICOCCA

## SYLLABUS DEL CORSO

### Strategic Management

2122-1-F7702M070

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#### Learning area

#### Learning objectives

The course of Strategic Management introduces students to the analytical tools required to understand firm behaviour and strategic interaction in different markets. The course studies competitive strategies and entrepreneurship with a particular attention to global market and is structured in two modules :

- 1) Competitive Strategy
- 2) Innovation Management and Entrepreneurship

#### Competitive Strategy

At the end of the first module students will acquire the core concepts and analytical tools needed to understand the competitive environment and to thrive in global markets.

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At the end of the second module, students will acquire core concepts and analytical tools required to understand how to manage technical and market change in established firms and new enterprises.

## **Contents**

The program of the first module offers an overview of firm market strategies, by providing students with the analytical tools needed to understand competitive strategies, corporate strategy and international business strategies.

The program of the second module focuses on the creation and maintenance of competitive advantage in conditions of rapid technical and market change. This topic is treated by analyzing: (a) the innovation strategies and business models of market leaders and followers; (b) the business plan of new enterprises.

## **Detailed program**

### **Module I - Competitive Strategy**

1. Introduction to competitive strategy
2. Business model and strategy
3. Strategic behavior and competitors' profiling
4. Market analysis and firm's competences
5. Entrepreneurial strategy and competitive dynamics
6. Vertical integration and diversification strategies
7. Globalization and international trade
8. International business: exportation, foreign direct investment and inter-firm alliances

### **Module II - Innovation Management and Entrepreneurship**

1. Sources of innovation
2. Types and patterns of innovation
3. Competitive strategies and innovation in different markets
4. Timing of entry
5. Protecting innovation
6. The business plan of new enterprises

## **Prerequisites**

none

## **Teaching methods**

Lectures, group discussion and case studies

## **Assessment methods**

Class participation, case submission and final oral exam

## **Textbooks and Reading Materials**

### **Reading package**

Torrisi, S. (2019). *Strategic Management. Selection of Readings*. Laurea Magistrale in Marketing e Mercati Globali – Indirizzo Marketing Globale. McGraw-Hill Education Create. (Module I: chapters 1-7; Module II: chapters 8-17).

### **Additional (mandatory) reading material**

#### **Module I**

Barney J.B. 2001. Resource-based theories of competitive advantage: A ten year retrospective on the resource-based view. *Journal of Management*, 27: 643–650.

Besanko D., Dranove D. 2017., Shanley M. *Economics of Strategy*, Wiley, Hoboken, NJ, chapters 5, 6.

Ghemawat P. 2010. *Strategy and the Business Landscape*. Pearson International Edition, London, chapters 4 , 5.

M. E. Porter. 1996. What is Strategy. *Harvard Business Review*. November-December, 61-78.

Zott, C. and Amit, R. 2010. Business Model Design: An Activity Based Perspective, *Long Range Planning*. 43(2-3): 216-226.

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Rivette, K.G. and D. Kline. 2000. Discovering New Value of Intellectual Property. Harvard Business Review, Jan-February: 54-66.

Teece, D. 2010. Business Models, Business Strategy and Innovation. Long Range Planning. 43(2-3): 172-194.

Additional material for the discussion of cases will be made available on the e-learning platform.

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