

## COURSE SYLLABUS

### Strategic Analysis

2425-1-F7702M032-F7702M113M

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#### Learning objectives

During the course, students will learn the core concepts and analytical tools needed to elaborate and execute firm strategies in global markets.

#### Contents

This module offers an overview of firm market strategies, by providing students with advanced analytical tools needed to understand competitive strategies and corporate strategies in global markets. The topics dealt with are at the core of the modern firm strategy. Moreover, students will be involved in the analysis and discussion of case studies and the preparation of team works on real firms.

#### Detailed program

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

## **Prerequisites**

## **Teaching methods**

Lectures, case studies and team works

## **Assessment methods**

Class participation, team work 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 (chapters 1-7). OLD EDITION

Torrisi, S. (2022). Marketing e Mercati Globali. McGraw-Hill Education Create. LAST EDITION

Additional required reading material

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 3,4.

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.

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

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

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

## **Semester**

Second

## **Teaching language**

English

## **Sustainable Development Goals**

QUALITY EDUCATION | INDUSTRY, INNOVATION AND INFRASTRUCTURE | RESPONSIBLE CONSUMPTION AND PRODUCTION

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