Timing and Structure
Lent term. 8 sessions + coursework.

Aims
The aims of the course are to:

- provide participants with an opportunity to discuss the strategic challenges facing managers in today’s business environment and to develop a facility for critical strategic thinking.

Objectives
As specific objectives, by the end of the course students should be able to:

- show a critical, reflective approach to managerial concepts.
- show familiarity with some of the key models used in strategic analysis and have some understanding of their application and limitations.
- show a broad overview of managerial disciplines and their interdependency.
- understand some of the current “hot” topics in strategic management.

Content
Strategic management involves the comprehensive analysis of a firm and its environment and the development of a course of action for the firm. It is therefore a comprehensive topic drawing together themes from marketing, organisation design, economics, and other business disciplines. The primary aim of this module is to provide participants with an opportunity to discuss the strategic challenges facing managers in today’s business environment and to develop a facility for critical strategic thinking. This will require participants not only to understand the course material, but also to apply it to business situations through the analysis of businesses cases in class. This overview of strategy will provide a broad framework for future management study, and a context for engineering practice.

Strategic Management
The lectures will cover a range of topics that provide a basic introduction to strategic management. In each session, the lecturer will introduce a basic concept and explain its role in the strategic management process. The class will then analyse a case or discuss the situation facing some well-known firm in order to explore the application of the concept. The module will cover eight topics.

1. Course Introduction and Industry Analysis
2. Generic Strategies and Competitive Advantage
3. Expansion Strategies and the Resource-based View
4. Build, Borrow, or Buy? Acquiring of New resources
5. Corporate Strategy
6. Strategic Innovation
7. Platform Businesses and Non-market strategy
8. Organization, Strategy, and Society

**Coursework**

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[Coursework activity #1 {Final}]

**Coursework brief description**

**It will be 100% coursework (essay of 2,500 words)- Due Date: March 22, 2018**

You will prepare a complete strategic analysis of the current and future prospects for a company of your choice. The paper should contain a comprehensive industry and market analysis, including a detailed analysis of relevant competitors, and conclude with strategic recommendations (including corporate and business strategies) for top management. The selection of companies for strategic analysis is entirely up to each student; however, industries that are in transition or firms that are undergoing major strategic changes are potentially more suitable for analysis.

**Grading criteria:**

1. How insightful is your diagnosis and solution?
2. How clearly have you articulated the key issue at hand. For instance, if you pick Vodafone, articulate why it faces the challenge you have identified, and what its implications are for its future.
3. The originality and quality of your analysis. The point of the exercise is not to just cut and paste existing articles that discuss your case. Can you bring better analytical skills to the case at hand? Can you make an original point about the nature of the challenge? Most analysis in the business press tends to be somewhat shallow. Try to rise above it using better analytical skills.
4. How well substantiated are your claims? Are your claims supported by evidence?
5. Finally, is it coherent and logical? We do not want analysis that is fragmented and contradicts itself. Make your essay coherent so it flows logically.
Coursework Table

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Booklists
Please see the Booklist for Group E Courses [2] for references for this module.

Examination Guidelines
Please refer to Form & conduct of the examinations [3].

UK-SPEC
The UK Standard for Professional Engineering Competence (UK-SPEC) [4] describes the requirements that have to be met in order to become a Chartered Engineer, and gives examples of ways of doing this.

UK-SPEC is published by the Engineering Council on behalf of the UK engineering profession. The standard has been developed, and is regularly updated, by panels representing professional engineering institutions, employers and engineering educators. Of particular relevance here is the 'Accreditation of Higher Education Programmes' (AHEP) document [5] which sets out the standard for degree accreditation.

The Output Standards Matrices [6] indicate where each of the Output Criteria as specified in the AHEP 3rd edition document is addressed within the Engineering and Manufacturing Engineering Triposes.

Last modified: 17/05/2018 14:11

Source URL (modified on 17-05-18): http://teaching.eng.cam.ac.uk/content/engineering-tripos-part-iib-4e11-strategic-management-2018-19

Links
[1] mailto:sma31@cam.ac.uk