

## Growth share matrix – top tips

Potential insight	<ul style="list-style-type: none"><li>The growth share matrix suggests the following strategies for each business unit type:</li></ul> <div><div><p>Expected Cash Characteristics of Each Quadrant of the Market</p><table><tr><td>High</td><td><div>"Star" Cash in Balance <small>(some + some -)</small></div></td><td><div>"Question" Cash Users</div></td></tr><tr><td>Low</td><td><div>"Cash cows" Cash generators</div></td><td><div>"Dog" Cash in Balance <small>(some + some -)</small></div></td></tr><tr><td></td><td>High</td><td>Low</td></tr></table><p>Relative market share (log scale)</p></div><div><p>Typical Strategic Prescriptions</p><table><tr><td>Build/hold share</td><td>Build Market Share selectively</td></tr><tr><td>Hold share/harvest <small>+ Cash moved to other units</small></td><td>Withdraw Harvest Share</td></tr></table></div><div><p>Typical Strategic Movement Prescriptions</p><p>→ Strategic movements → Cash movements</p></div></div>	High	<div>"Star" Cash in Balance <small>(some + some -)</small></div>	<div>"Question" Cash Users</div>	Low	<div>"Cash cows" Cash generators</div>	<div>"Dog" Cash in Balance <small>(some + some -)</small></div>		High	Low	Build/hold share	Build Market Share selectively	Hold share/harvest <small>+ Cash moved to other units</small>	Withdraw Harvest Share
High	<div>"Star" Cash in Balance <small>(some + some -)</small></div>	<div>"Question" Cash Users</div>												
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	High	Low												
Build/hold share	Build Market Share selectively													
Hold share/harvest <small>+ Cash moved to other units</small>	Withdraw Harvest Share													
Hints and Pitfalls	<ul style="list-style-type: none"><li>Do:<ul style="list-style-type: none"><li>Validate your market definition with your client.</li><li>It is critical in measuring both relative market share and industry growth rate.</li></ul></li><li>Don't:<ul style="list-style-type: none"><li>Use as the only resource model – use in conjunction with other evaluation (e.g. resource</li></ul></li></ul>													

## Complete Business Frameworks Reference Guide (407-slide PowerPoint)

This robust 400+ slide presentation is created by former McKinsey, BCG, Deloitte, EY, and Capgemini consultants. It includes over 50+ frameworks commonly used by tier 1 global consulting firms on projects with Fortune 500 clients.

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# Frameworks Plus Reference Guide

**M Woodhall**



## Frameworks Plus Reference Guide:

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This book presents a collection of revised refereed papers selected from the contributions to the Fifth International Workshop on Computer Aided Systems Theory EUROCAST 95 held in Innsbruck Austria in May 1995 The 42 full papers contained have been contributed by CAST theoreticians tool makers designers and appliers and reflect the full spectrum of activities in the area The papers are organized in sections on systems theory design environments complex systems design and specific applications Mathcad PLUS 5.0 User's Guide ,1994 **Fifth Annual Workshop on Space Operations Applications and Research (SOAR '91)** ,1992 *Computer Aided Systems Theory* ,1995 **Mechanics of Structures and Materials** M.A. Bradford, R.Q. Bridge, S.J. Foster, 1999-01-01 Structural mechanics in Australasia is the focus of the some 100 papers but among them are also contributions from North America Japan Britain Asia and southeast Asia The Best Book of DBASE II/III Ken Knecht, 1985 **The Reference Book of the Sugar Industry of the World** ,1927 **Dr. Dobb's Journal** ,1989 **NAS Architecture Reference Manual** Leo Laverdure, Patricia Srite, John Colonna-Romano, 1993  
Designed for anyone interested in learning about the NAS architecture including application developers technical consultants Independent Software Vendors ISVs Value Added Resellers VARs and Digital s Integrated Business Units IBUs NAS Architecture Reference Manual provides information on the NAS services and the key public interfaces supported by each service Part I introduces NAS and provides overview information on the NAS services Part II provides detailed information on the NAS services the key interfaces for those services and information on how the services support the NAS pervasive attributes *Dr. Dobb's Journal of Software Tools for the Professional Programmer* ,1989 *Model Curriculum Standards, Program Framework, and Process Guide for Industrial and Technology Education in California* California. Department of Education, California. State Department of Education, 1990 This three section document contains the model curriculum standards program framework and process guide that will assist schools in California in providing career vocational education programs that are responsive to a world marketplace characterized by constantly changing technology The standards and frameworks can be implemented to provide a K 12 sequenced curriculum that is coordinated and articulated to form a total program The standards address general employability occupational clusters job specific skills and student leadership skills In addition they complement and reinforce the core academic skills that are applicable to each of the career models The guide s first section the model program framework sets forth the broad conceptual components of the program and defines the application of each component The model curriculum standards section describes in detail the objectives application and organization of the model standards Each standard is organized in a format that includes an initial statement the standard and academic core skills enhancement Standards are provided for children for explorations and for specialized fields The curriculum process guide section provides information on 1 the curriculum comparison process 2 using the state

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