

Company analysis: determining strategic capability

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- *Assessing corporate strengths and weaknesses was seen as a critical step in much of the early literature on strategy, such as Ansoff (1965). In his thinking it was bound up with capability profiles, the search for synergy and the internal and external appraisals.*
- *As the knowledge of strategic management has expanded and the methods and techniques available have increased, there has been a tendency to ignore the importance of analysing the organization.*

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Introduction

If you were to select a modern textbook on strategy the chances are that you would find a few paragraphs on SWOT (Strengths, Weaknesses, Opportunities and Threats) and not much else under the heading of analysing strengths and weaknesses. Later you may find chapters on methods, which are the analysis of strengths and weaknesses in disguise such as, for example, core competencies. But somehow they are seen as something totally different. There is an exception in my own textbook (Hussey, 1998) and there may be others that are different from the common mould, although I have yet to come across them.

If we look for books that deal specifically with analysing an organization to ascertain its strengths and weaknesses, what is available? The landmark book for me was Drucker (1964), which I still use. There were some early articles that stressed the analytical aspects, such as Hussey (1968). Then

there seems to have been something of a sea change.

Much of the guidance offered in various books and journal articles has either changed the meaning of SWOT or focused on an element of the overall appraisal. For example, Cooper and Kaplan are associated with activity-based costing, which takes Drucker's comments on apportioned costs a few stages further (see, for example, Cooper, 1990; Cooper and Kaplan 1991; Kaplan and Cooper, 1998). Most books on marketing deal at some length with assessing the competitive situation in the market, just as numerous books on finance show how to undertake a financial analysis of an organization. Elsewhere we can find references to auditing the information system (e.g. Stanat, 1990), or HRM (e.g. Hussey, 1996). There are plenty of jewels lying around the literature but not many attempts to thread them together to fashion something of greater utility.

SWOT has tended to become an exercise in asking the managers what they think, which in many organizations is unsupported by any analytical approach. To summarize

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Jiyuan Zhang



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