

stratégique)

1. Décider de la Stratégie globale « **Domination par les coûts** » (RyanAir) ou bien « **Différenciation** » (Emirates)

2. **Décider des options stratégiques**

- **L'internationalisation** (ventes et/ou opérations),
- **La Diversification** (développer plusieurs métiers, liés ou non liés),
- **La spécialisation** (rester concentré sur un seul métier),
- **L'externalisation** (sous-traiter, la franchise, l'externalisation des fonctions de soutien),
- **L'intégration** (le développement interne),
- **L'intégration verticale en amont ou en aval** (intégrer les opérations des fournisseurs ou des clients de la filière industrielle),
- **Les Fusions et Acquisitions, les Alliances stratégiques, les partenariats et filiales communes (JV)**

III. La différence entre la stratégie d'entreprise et la stratégie marketing

La **stratégie** est souvent utilisée comme un **terme générique** (général) car nous avons tous besoin de stratégie (Entreprise, Sport, jeux, parcours professionnel, ...) c'est-à-dire d'un **plan d'action afin d'atteindre nos objectifs**.

Le **marketing** aussi a besoin de **stratégie**, regardons cela d'un peu plus près. En simplifiant, le Marketing pourrait être défini comme étant un **processus qui permet d'établir un échange entre un vendeur et un acheteur**.

❖ **Différences : Marketing vs. Stratégie d'Entreprise**

La **stratégie d'Entreprise** décide des activités et des segments de marchés de l'entreprise.

Les **pilliers de la décision stratégique au niveau "Corporate" ou "Entreprise"** sont :

- Définition des périmètres des activités de l'entreprise (segmentation au niveau de l'industrie)
- La nécessité et l'allocation des Ressources et des Compétences (le savoir-faire, les ressources humaines, financières, tangibles et intangibles)
- L'avantage concurrentiel durable
- La rentabilité durable
- Le choix des options/étapes stratégiques pour atteindre les objectifs long-termes : *croissance interne vs externe, la spécialisation, la diversification, la sous-traitance, les filiales communes, ...*

Le **Marketing** décide essentiellement du positionnement des produits et des services.

La **finalité** du processus de « management stratégique » est de créer un **avantage concurrentiel durable**.

IV. L'analyse de l'environnement externe

Niveaux de l'environnement ayant une influence sur l'organisation / la firme

Environnement d'influence directe : industrie (ou secteur) et concurrents

Environnement d'influence indirecte : environnement macro

A. **Le PESTEL (environnement d'influence indirecte)**

- **Facteurs politiques** : par exemple politiques gouvernementales, changement de taxation, réglementation du commerce extérieur, risque politique sur les marchés extérieurs, changements dans les blocs commerciaux
- **Facteurs économiques** : par exemple cycles économiques, taux d'intérêt, revenu disponible des ménages, taux de

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