

Growth share matrix – top tips

Potential insight	The growth share matrix suggests the following strategies for each business unit type: Expected Cash Characteristics of Each Quadrant of the Market <table><tr><td>High</td><td> "Star" Cash in Balance (some + some -) </td><td> "Question" Cash Users </td></tr><tr><td>Low</td><td> "Cash cows" Cash generators </td><td> "Dog" Cash in Balance (some + some -) </td></tr><tr><td></td><td>High</td><td>Low</td></tr></table> Relative market share (log scale) Typical Strategic Prescriptions <table><tr><td>Build/hold share</td><td>Build Market Share selectively</td></tr><tr><td>Hold share/harvest + Cash moved to other units</td><td>Withdraw/Harvest Share</td></tr></table> Typical Strategic Movement Prescriptions → Strategic movements → Cash movements	High	"Star" Cash in Balance (some + some -)	"Question" Cash Users	Low	"Cash cows" Cash generators	"Dog" Cash in Balance (some + some -)		High	Low	Build/hold share	Build Market Share selectively	Hold share/harvest + Cash moved to other units	Withdraw/Harvest Share
High	"Star" Cash in Balance (some + some -)	"Question" Cash Users												
Low	"Cash cows" Cash generators	"Dog" Cash in Balance (some + some -)												
	High	Low												
Build/hold share	Build Market Share selectively													
Hold share/harvest + Cash moved to other units	Withdraw/Harvest Share													
Hints and Pitfalls	- Do: - Validate your market definition with your client. - It is critical in measuring both relative market share and industry growth rate. - Don't: - Use as the only resource model – use in conjunction with other evaluation (e.g. resource													

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J Elliott



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