

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>Rate of market growth</td><td> "Cash cows" Cash generators </td><td> "Dog" Cash in Balance (some + some -) </td></tr><tr><td>Low</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 - Cost reduction in 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	Rate of market growth	"Cash cows" Cash generators	"Dog" Cash in Balance (some + some -)	Low	High	Low	Build/hold share	Build Market Share selectively	Hold share/harvest Cost reduction in other units	Withdraw/Harvest Share
High	"Star" Cash in Balance (some + some -)	"Question" Cash Users												
Rate of market growth	"Cash cows" Cash generators	"Dog" Cash in Balance (some + some -)												
Low	High	Low												
Build/hold share	Build Market Share selectively													
Hold share/harvest Cost reduction in 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. resources).													

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Frameworks Plus Reference Guide

RC Schank



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Improving Information for Social Policy Decisions -- The Uses of Microsimulation Modeling Division of Behavioral and Social Sciences and Education,Commission on Behavioral and Social Sciences and Education,Panel to Evaluate Microsimulation Models for Social Welfare Programs,National Research Council,1991-02-01 This volume second in the series provides essential background material for policy analysts researchers statisticians and others interested in the application of microsimulation techniques to develop estimates of the costs and population impacts of proposed changes in government policies ranging from welfare to retirement income to health care to taxes The material spans data inputs to models design and computer implementation of models validation of model outputs and model documentation **WHO technical guidance notes on Sendai Framework reporting for Ministries of Health** World Health Organization,2020-06-30

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