

# Business Strategy

- Course program –

This course focuses on selected theories, concepts and tools of strategic management. Typically, the term "strategic" management refers to seeing the company and its environment and considering long-run decisions that affect the company as a whole. It is concerned with the totality of what a company is trying to achieve and it helps us to understand why some companies thrive while other companies struggle to survive.

The central tasks of strategic management are formulation and implementation of strategies, both at business and corporate level. At business level, the notion of competitive advantage is a central issue; at corporate level, the challenge of contributing value to businesses is crucial. The course "business strategy" addresses the business level of strategy making.

The course uses a combination of lecture sessions and case study sessions in order to provide the analytic and conceptual foundations for making strategic decisions.

- The case study sessions are designed to introduce typical strategic challenges that companies face. Selected case studies are discussed in smaller groups in order to understand the company situation and to develop solutions for the respective strategic challenges.
- In the lecture sessions theories, concepts and tools of business strategy are discussed – both, with regard to the case studies as well as in a broader, more general context of business strategy.

Students will learn from each other in discussions and in the group situations and they will learn from the lecturer's input and comments in the interactive plenary sessions.

For the lecture sessions, all students join one class at the same time (Wednesday 11.30 in room H6). For the case study sessions, the class will be split into three separate groups. All groups meet at the same time (Wednesday 9.45) preceding the lecture sessions, in different rooms (rooms 0.222/3, 0.224 and 0.141)

Students have to sign in for the case study sessions on [StudOn](#).

The following course schedule illustrates scheduling and content of lecture sessions and case study sessions as well as the assigned readings.

**Session 1:**  
October 25  
11.30 - 13.00

**Lecture**

Content: *Fundamentals of strategic management*

Introduction  
Concept of strategy and strategic management

Introduction to working with cases

Readings: Dess/Lumpkin/Eisner (2008) pp. 4 – 17  
Grant (2010) pp. 3 – 30  
Hungenberg (2014) pp. 3 – 25, 75 – 86

**Session 2:**  
November 08  
9.45 - 11.15

**Case study "Aldi: The Dark Horse Discounter"**

Content: Nature and sources of competitive advantage

Readings: Aldi: The Dark Horse Discounter (case study)

In preparing the case, focus on the following questions:  
Should Wal-Mart be worried about Aldi? Should Aldi be worried about Wal-Mart? What is Aldi's strategy? What is Aldi's value proposition in short? How should Wal-Mart react?

**Session 3:**  
November 08  
11.30 - 13.00

**Lecture**

Content: *Strategy formulation*

Nature and sources of competitive advantages

Premium strategies – performance advantages and differentiation

Readings: Dess/Lumpkin/Eisner (2008) pp. 153 – 176  
Grant (2010) pp. 209 – 265  
Hungenberg (2014) pp. 194 – 252  
Porter (1980)

**Session 4:**  
November 15  
11.30 - 13.00

**Lecture**

Content: *Strategy formulation*

No-frills strategies – cost and price advantages

Readings: Dess/Lumpkin/Eisner (2008) pp. 153 – 176  
Grant (2010) pp. 209 – 265  
Hungenberg (2014) pp. 194 – 252  
Porter (1980)

**Session 5:**  
November 22  
11.30 - 13.00

**Lecture**

Content: *Strategy formulation*

Strategies for two-sided / multi-sided markets (part 1)

Using innovative strategies / business model innovations to create competitive advantages (part 1)

Handling disruptive innovations (part 1)

Readings: Christensen (2001), pp. 105 - 109  
Dess/Lumpkin/Eisner (2008) pp. 285 – 295  
Hungenberg (2014) pp. 133 – 142  
Kim/Mauborgne (2005) pp. 105 – 121

**Session 6:**  
November 29  
11.30 - 13.00

**Lecture**

Content: *Strategy formulation*

Strategies for two-sided / multi-sided markets (part 2)

Using innovative strategies / business model innovations to create competitive advantages (part 2)

Handling disruptive innovations (part 2)

Readings: Christensen (2001), pp. 105 - 109  
Dess/Lumpkin/Eisner (2008) pp. 285 – 295  
Hungenberg (2014) pp. 133 – 142  
Kim/Mauborgne (2005) pp. 105 – 121

**Session 7:**  
December 06  
11.30 - 13.00

**Lecture**

Content: *Strategy formulation*

Using innovative strategies / business model innovations to create competitive advantages

Handling disruptive innovations

Readings: Christensen (2001), pp. 105 - 109  
Dess/Lumpkin/Eisner (2008) pp. 285 – 295  
Hungenberg (2014) pp. 133 – 142  
Kim/Mauborgne (2005) pp. 105 – 121

<b>Session 8:</b> December 13 9.45 - 11.15	<b>Case study "NuScale - Commercializing the First Small Modular Reactor in the World"</b>  Content: Dynamics of strategy and of competitive advantages
<b>Session 9:</b> December 13 11.30 - 13.00	<b>Lecture</b>  Content: <i>Strategy formulation</i>  Understanding industry dynamics  Instruments to master dynamic business environments  Readings: D'Aveni (1994) Dess/Lumpkin/Eisner (2008) pp. 37 – 44 Hungenberg (2014) pp. 181 – 193, 262 – 284 Kim/Mauborgne (2005) pp. 105 – 121
<b>Session 10:</b> December 20 11.30 - 13.00	<b>Lecture</b>  Content: <i>Strategy analysis</i>  Understanding industry and market position  Readings: Dess/Lumpkin/Eisner (2008) pp. 36 – 67, 75 - 100 Grant (2010) pp. 62 – 93, 120 - 149 Hungenberg (2014) pp. 87 – 125, 142 - 163 Porter (1980)
<b>Session 11:</b> January 10 9.45 - 11.15	<b>Case study "Beyond Meat"</b>  Content: Understanding industry and market position  Readings: Beyond Meat (case study)  In preparing the case, focus on the following questions: Did Beyond Meat enter an attractive industry? Which activities of the value chain are most valuable? Which activities are major cost drivers for the company? Is Beyond Meat's valuation reasonable?
<b>Session 12:</b> January 10 11.30 - 13.00	<b>Lecture</b>  Content: <i>Strategy analysis and Strategy and sustainability</i>  Understanding industry and market position Internal analysis: analyzing resources and capabilities

CSR and sustainability: changing logics

Readings: Dess/Lumpkin/Eisner (2008) pp. 36 – 67, 75 - 100  
Grant (2010) pp. 62 – 93 , 120 - 149  
Hungenberg (2014) pp. 87 – 125, 142 - 163  
Porter (1980)  
Porter and Kramer (2011)

**Session 13:**  
January 17  
9.45 - 11.15

**Case study "Glas AG (part 1)"**

Content: Evaluation of strategic options

Readings: Glas AG (case study)

In preparing the case, focus on the following questions:  
How can we reach decisions on different strategic options?  
How can we use financial information to substantiate our decisions? Which is the appropriate financial instrument to support management in this context?

**Session 14:**  
January 17  
11.30 - 13.00

**Guest Lecture: Roland Berger**

**Session 15:**  
January 24  
9.45 - 11.15

**Case study "Glas AG (part 2)"**

Content: Evaluation of strategic options

Readings: Glas AG (case study)

In preparing the case, focus on the following questions:  
What are the respective shareholder values for both strategic options? Which strategic option would you choose? Do you have enough information to make your decision?

**Session 16:**  
January 24  
11.30 - 13.00

**Lecture**

Content: *Strategic choice*

Financial evaluation of business strategies  
Evaluation of risk and flexibility

Readings: Copeland/Koller/Murren (2000) pp. 3 – 15, 131 – 155  
Hungenberg (2014) pp. 284 – 317

**Session 17:**  
January 31  
11.30 - 13.00

**Lecture**

Content:      Wrap up  
                  Exam Preparation

**Session 18:**  
February 07  
11.30 - 13.00

**Exam for Exchange Students**

Only for students who take the course on a non-degree basis  
(e.g. Erasmus students, exchange students)

### **Textbooks**

Dess, G., Lumpkin, G., Eisner, A.: Strategic Management, 4. Ed., Boston 2008.

Grant, R.: Contemporary Strategy Analysis, 7. Ed., Malden 2010.

Hungenberg, H.: Strategisches Management in Unternehmen, 8. Ed., Wiesbaden 2014.

### **Additional books and articles**

Christensen, C.: The Past and Future of Competitive Advantage, in: Sloan Management Review, Vol. 42, 2001, Winter, pp. 105 - 109.

Copeland, T., Koller, T., Murren, J.: Valuation, 3. Ed., New York 2000.

D'Aveni, R.: Hypercompetition, New York 1994.

Kim, W., Mauborgne, R.: Blue Ocean Strategy: From Theory to Practice, in: California Management Review, Vol. 47, 2005, No. 3, pp. 105 – 121.

Porter, M.: Competitive Strategy, New York 1980

*Further readings will be announced in class.*