



**BUSINESS
MODELS**

**A STRATEGIC
MANAGEMENT
APPROACH**

ALLAN AFUAH

Business Models A Strategic Management Approach

**Thomas H. Davenport, Marius
Leibold, Sven C. Voelpel**



Business Models A Strategic Management Approach:

Business Models: A Strategic Management Approach Allan Afuah, 2003-08-22 Business Models A Strategic Management Approach by Allan Afuah represents a new kind of book Business models are about making money and most firms are in business to make money a profit It is therefore no surprise that the phrase business model is increasingly finding its way into CEO speech after speech and in business school functional areas from accounting to finance to marketing to strategy Because strategic management is inherently integrative in nature and increasingly more focused on firm performance strategy textbooks have come closest to addressing the subject of business models but only implicitly and partially so Business Models A Strategic Management Approach draws on the latest research in strategic management to explicitly and fully explore business models It draws on the latest research on to explore which activities a firm performs how it performs them and when it performs them to make a profit It offers an integrated framework for understanding the relationship between the set of activities that a firm chooses to perform its revenue model its cost structure its resources and capabilities the competitive forces in the firm s industry and its ability to sustain a competitive advantage even in the face of change It provides the link between resources product market positions and profits how resources and product market positions are translated into profits Existing strategy texts demonstrate correlation between resources or product market positions and profits not their translation into profits Additionally it explores the relationship between business models and corporate social responsibility as well as the international component to business models It offers a definition of business models that is deeply rooted in the resource based and product market theories of strategy [Business Models and Strategic Management](#) Francine Newth, 2012-12-11 Finally a book comes along that provides a unique yet simple and powerful approach to understand the business model and the critical role strategic management has in supporting it Its value is in business model thinking It brings you a combination of the best contributions of academe and industry that will help build business model centric organizations Inside you ll learn about strategy from a business model perspective What does that mean It means that you ll first have to think rigorously about your value proposition your current or future competencies and your revenue streams and cost structure before developing adopting or modifying your strategies What is the difference between a business model and a strategy A business model is how a company operates and a strategy is how a company competes When the basis of competition changes because a new model disrupts the economics in the industry it requires an adjustment in business models before any new strategy can work This book adds a business model level to the traditional strategic management process that is more consistent with current real world practices in strategic thinking and analysis It takes you deeper into the intricacies of what constitutes a business model and how current strategy derives from it and offers 7 modules that will show you the key components to manage your business model to help conduct business model analysis and to assess the financial viability of a business model just to name a few **Business Models and Modelling** Charles

Baden-Fuller, Vincent Mangematin, 2015-11-09 In this volume leading scholars from North America Europe and Asia come together to explore the topic of business models that takes the demand side customers and their engagement seriously The first part deals with the model dimension of business models The second part deals with business models and change

Strategic Management in the Innovation Economy Thomas H. Davenport, Marius Leibold, Sven C. Voelpel, 2007-06-27 Innovative ruptures of traditional boundaries in value chains are requiring companies to rethink how they go to market what they need to own what they need to retain and innovate as core competencies and how they innovatively deal with suppliers and customers The key message of the book is that the new knowledge networked innovation economy requires a totally different strategic management mindset approach and toolbox and its major value added is a new strategic management approach and toolbox for the innovation economy a poised strategy approach Designed for both managers and advanced business students the book provides a unique combination of new management theory selected managerial articles by prominent scholars such as Clayton Christensen Henry Chesbrough Sumantra Ghoshal Quinn Mills and Peter Senge and a wide array of real world case examples including GE Shell IBM HP BRL Hardy P G Southwest Airlines and McGraw Hill within the dynamics of industries such as airlines energy telecommunications wine beverages and computing The authors illustrate powerful new strategic innovation concepts and tools such as poised strategy for managing multiple business models poised strategy scorecards moving beyond the well known balanced scorecard the wheel of business model reinvention and organizational rejuvenation methods The book includes the concepts of Poised Strategic Management Organizational Rejuvenation Business Models as Platform for Strategy Poised Scorecards Identifying Sources of Innovation in Business Ecosystems [Business Model Innovation](#) Allan Afuah, 2018-10-03 Rooted in strategic management research

Business Model Innovation explores the concepts tools and techniques that enable organizations to gain and or maintain a competitive advantage in the face of technological innovation globalization and an increasingly knowledge intensive economy Updated with all new cases this second edition of the must have for those looking to grasp the fundamentals of business model innovation explores the novel ways in which an organization can generate deliver and monetize benefits to customers

Exploring the Field of Business Innovation Oliver Gassmann, Karolin Frankenberger, Roman Sauer, Ivo Blohm, Maximilian Palmié, 2025-10-21 Business Innovation is key to the continuing prosperity of firms and to the resolution of environmental and societal grand challenges alike It has therefore become one of the core fields of academic inquiry of our times It is however also an inherently inter disciplinary subject inviting contributions from a variety of disciplines Due to their diverse backgrounds scholars interested in business innovation frequently lack a common language and a shared base of knowledge to integrate their individual contributions effectively This revised and updated edition starts with the fundamental considerations concerning the role of theories different types of theories and different forms of logical reasoning in this field It goes on to present seven different schools of thought about business innovation before concluding with the

main theories currently used to study business innovation Exploring the Field of Business Innovation aims at making this domain more accessible to scholars irrespective of their background and career stage fostering the inter disciplinary debate and inspiring researchers to look at this phenomenon from new and different angles **A New Approach for Developing Business Model Innovation** Michael Lang, Annika Koerdt, 2019-12-30 Research Paper postgraduate from the year 2019 in the subject Business economics Company formation Business Plans grade 1 0 Mendel University Business and Economics language English abstract Business model innovation has received increasing interest within science and managerial practice over the last years Accordingly scientists have developed various approaches on business model innovation However it has been recognized that established companies face particular challenges successfully innovating their business model Current academic research considers the company s established dominant logic to be the main barrier hindering the innovation process In contrast to that none of current theories on business model innovation covers the overcoming of the dominant logic in their approaches The research gap leads to the question how does a new approach for business model innovation look like which support today s companies in their current and future challenges To answer this question Chapter 1 highlights the need for action Based on that Chapter 2 deals with the theory of business model innovation and dominant logic Chapter 4 highlights the research gap reflecting on the role of dominant logic within business model innovation Chapter 5 aims at developing the according strategy which acknowledges and effectively addresses the innovation barrier of the dominant logic Finally the last Chapter summarizes the findings how the new academic approaches on business model innovation is characterized and discuss the validation of the new theory **Business Models** Colin Turner, Linda McGilvray, 2013-06-15 **Strategy and Business Models in the Digital Age** Guy Parmentier, Romain Gandia, 2025-01-09 This innovative book dissects the transitions and technologies that are appearing in our new digital age Authors Guy Parmentier and Romain Gandia expand on how this modern industrial revolution is profoundly transforming not just our society as a whole but is also challenging traditional approaches to strategic management Enhancements of business model researches towards a framework that enables quantified business model comparisons especially in the scope of trend analyses Andreas Gassmann, 2017-11-21 Research Paper postgraduate from the year 2017 in the subject Business economics General grade language English abstract Today one of the major impacts of business models have been an increase in the possible business configurations a company can adopt because of the reduced coordination and transaction costs In other words they can increasingly work in partnerships offer joint value propositions build up multi channel and multi owned distribution networks and profit from diversified and shared revenue streams This however means that a company s business has more stakeholders becomes more complex and is harder to understand and communicate Everybody would understand that the existing management concepts and tools are not be sufficient enough anymore and that new ones have to be found For example Rentmeister and Klein call for new modelling methods in the domain of business models Effectively a whole

range of authors propose using the relatively new concept of business models for managing companies in the Internet era. When you are looking for the most modern frameworks to business model development you find three major approaches. Approach number one is a very complete concept for describing a business model. Furthermore, the high level of details also allows the improvement of single components of a company. This framework is called the Business Model Canvas and has been developed by Alexander Osterwalder since 2004. The second approach is the Business Model Navigator from the university St Gallen. This framework is less detailed than the Business Model Canvas but focuses more on patterns of different companies. Besides, the framework can perfectly be used when a business model has to be described fast and low detailed.

International Encyclopedia of Business Management, 2025-09-01. The Encyclopedia of Business Management Four Volume Set is a comprehensive resource that covers over 200 topics across various areas of business management. Each entry is written in an accessible manner making complex concepts easy to understand. The encyclopedia addresses interdisciplinary subjects such as cultural entrepreneurship, tourism, innovation, and marketing promotions. By emphasizing definitions and practical applications, the entries help readers grasp the relevance of each topic. Expert editors lead each section ensuring that the contributions are authoritative and well rounded. The encyclopedia is divided into seven broad themes including business entrepreneurship, human resource management, innovation management, international business, organizational behavior, project management, supply chain management, and sport and tourism management. Each section's articles begin with a technical analysis of key definitional issues followed by an exploration of the topic's broader context. This structured approach provides a holistic examination of the subjects allowing readers to gain a comprehensive understanding of vital business management concepts. Provides a comprehensive overview of the main business management topics. Focuses specifically on business management from a range of perspectives. Includes new and emerging business management topics. Presents an interdisciplinary focus in terms of business management practices. Features templates across all chapters for ease of navigation and use.

Business Model Management, Bernd W. Wirtz, 2020-09-30. How are business models purposeful, designed, and structured? How can the models be implemented professionally and managed successfully and sustainably? In what ways can existing business models be adapted to the constantly changing conditions? In this clearly structured reference work, Bernd W. Wirtz gives an answer to all these issues and provides the reader with helpful guidance. Although Business Model Management is first and foremost a scientific reference book which comprehensively addresses the theory of business models, with his book, Bernd W. Wirtz also turns to practitioners. Not least, the many clearly analyzed case studies of companies in different industries contribute to this practical relevance. My conclusion: Business Model Management is an informative and worthwhile read, both for students of business administration as a textbook, as well as for experienced strategists and decision makers in the company, as a fact-rich practical compendium.

Matthias Müller, Chief Executive Officer, Porsche AG, 2010-2015. Chief Executive Officer, 2015-2018. Volkswagen AG. In dynamic and complex markets, a well thought

out business model can be a critical factor for the success of a company Bernd Wirtz vividly conveys how business models can be employed for strategic competition and success analysis He structures and explains the major theoretical approaches in the literature and practical solutions in an easy and understandable way Numerous examples from business practice highlight the importance of business models in the context of strategic management The book has the potential to become a benchmark on the topic business models in the German speaking world Hermann Josef Lamberti Member of the Board Deutsche Bank AG 1999 2012 Member of the Board of Directors Airbus Group The business environment has become increasingly complex Due to changing conditions the executive board of a company is confronted with growing challenges and increasing uncertainty Thus a holistic understanding of the corporate production and performance systems is becoming more and more important At this point Bernd W Wirtz introduces and presents the concept of the structured discussion of the own business model Business models present operational service processes in aggregated form This holistic approach channels the attention of management supports a sound understanding of relationships and facilitates the adaption of the business to changing conditions The management of business models is thus an integrated management concept Through the conceptual presentation of complex issues the author makes a valuable contribution to the current literature In particular the referenced case studies from various industries make the book clear and very applicable to practice Dr Lothar Steinebach Member of the Board Henkel AG 2007 2012 Supervisory Board ThyssenKrupp AG

Strategic Internet Business Management - an Assessment of Internet Business Growth Strategies Steven Sam, Jared Makor, 2011-10 Master s Thesis from the year 2011 in the subject Business economics Marketing Corporate Communication CRM Market Research Social Media grade 12 Distinction course Strategic Business Communication language English abstract Abstract It is widely recognized that Small and Medium Sized Enterprises play a significant role in the economic vitality of local and national economies in Denmark Over the years these sectors are faced with an increasingly unstable marketplace and stiff competition from large firms It is believed that the advancement of internet and its related communication technologies have the ability to give these firms the potential advantage to reach wider geographical markets and compete with larger organizations for customers attraction market share and sustainable growth As a result the Danish government has over the years collaborated with industry and commercial associations to bolster the integration of Information Technology and diffusion of e commerce among SMEs This thesis used quantitative survey questionnaire and qualitative interview approaches to assess how SMEs in Denmark are using the internet as a business strategy to enhance growth and sustainability In accordance with the theoretical model developed by synthesizing existing internet adoption and business growth models three key determinants such as the level of internet adoption growth strategy and competitive environment were investigated Result indicates that SMEs have a considerable integration of internet particularly at the lower level which includes e mail and website While more than half of the firms who have fully integrated internet as part of their growth

strategy have experienced exponential growth by developing new product and reaching new markets Competitively these firms are also able to offer high and unique value of proposition mainly through niches *The Retail Clinics business model. Analysis of the market environment and situation*, 2023-05-30 Seminar paper from the year 2015 in the subject Health Public Health grade 1 4 Deutsche Hochschule f r Pr vention und Gesundheitsmanagement GmbH language English abstract In the USA there has been an increasing enthusiasm in recent years for the business model of the so called retail clinic which experienced a real boom particularly in the years 2006 to 2008 Supermarket chains and drugstores offer medical services through special and advertising oriented offers The decisive factor in their advertising strategy it has to be fast and cheap However the concept behind the retail clinics model is not new Comparable ideas can also be found in the automotive industry aviation gastronomy or retail stores They specialize in a particular target group select a particular type of service have standardized procedures and can thus guarantee a certain quality and offer it cost effectively on the market The inventor of retail clinics based this on the business model of the McDonald s fast food restaurant Customers choose their menu from a limited and low cost range as the processes are highly standardized and designed to be customer friendly This paper deals with the business model of retail clinics and will present the past and current market situation in the USA The focus will be particularly on the business management possibilities of this business model Furthermore the possibility of transferring this business model to the German health care system will be evaluated by looking at the opportunities and difficulties Actors in the German healthcare system who might have an interest in this model will also be identified Finally comparable concepts that already exist in Germany will be presented

Business Models Adam Jablonski, 2017 The dynamics of market changes determine new perspectives both in the theory and practice of management science The mechanisms of doing business aimed at achieving a high level of company performance are changing This requires adequate instruments based on the solid pillars of strategic management Undoubtedly the key ontological beings which determine the success of an organisation are effective and efficient business models strategies and business processes A kind of strategic hybrid emerges that shapes the principles of doing business subject to pressure constraints and emerging opportunities In this approach companies implement strategies for growth and development not only to survive but also to achieve a strong and competitive advantage Value creation is another area of developing management science and practices defining key factors underlying the conceptualisation and operationalisation of business models strategies and business processes The above mentioned concepts are nowadays widely discussed creating a new dimension of strategic management This monograph consists of chapters focused on both theoretical and practical conditions of modern companies specifically focused on building effective and efficient business models and strategies This monograph primarily refers to new research perspectives which determine the new challenges of strategic management The aim of the monograph is to present views and approaches to strategic management determined by the development and growth of companies through building their

business models and strategies The issues addressed in this book are determining key trends in the theory and practice of management science defining key ontological beings and their use in the dynamic management of modern companies presenting the new dimensions of strategic management as seen through the eyes of the international authors of individual chapters the possibility of applying solutions to problems addressed in this monograph The editor and authors hope that the presented combination of theory and practice will satisfy the needs of readers in particular managers of modern companies business consultants and researchers

First Fiber Optics Network Operator Using Electricity Utilities' Infrastructure in Palestine Yousef Massis,2016-03-09 Master s Thesis from the year 2015 in the subject Engineering Communication Technology grade 90 Birzeit University Faculty of Commerce it introduces new technologies and services it supports and induces the government to open doors for competition through alternative infrastructures and it highlights the importance of the existence of a strong legal and regulatory party The evolution in the telecom industry with the highly increasing demand for higher capacity networks with the upcoming new applications significant revolutions lead the global telecommunication industry to radical changes to the market structure and to intensive challenges with the old business models and the existing regulations of the industry In Palestine with the global trends toward the liberalization and opening up the competition in the telecommunication market that have been raised in the last decades unfortunately the fixed broadband market is still monopolistic with high entry and exit barriers there are still lack of policies and regulations the absence of a regulatory party in addition to the critical situation of Palestine which increase the fears and risk for investors to enter the market Qualitative and quantitative methods in addition to strategic management tools with a chosen business model concept based on the global fixed broadband business models are used to come up with reliable results and a valid model

Handbook of Strategic Management Jack Rabin,Gerald Miller,W. Bartley Hildreth,1989 Strategic Management Charles W. L. Hill,Gareth R. Jones,2007 The result is a printed casebook tailored to meet specific course goals

Business Model Design and Learning Barbara Spencer,2013 Aimed at aspiring entrepreneurs and practicing managers who want to create identify or articulate business models that will serve as the foundation for success for their businesses as well as refine and even re invent those models

Crafting and Executing Strategy Arthur A. Thompson,Margaret Ann Peteraf,John E. Gamble,Alonzo J. Strickland,2021

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