

Value Chain

Lora M. Cecere

Understanding the Dynamics of the Value Chain William D. Presutti, 2013-01-25 In his 1985 book, *Competitive Advantage*, Michael Porter introduced the concept of the value chain and described it as “a systematic way of examining all activities a firm performs and how they interact, (necessary) for analyzing the sources of competitive advantage,” and introduced the idea of “linkages,” which was the real breakthrough in management thinking. Thinking of a firm as a series of horizontal and vertical linkages put the spotlight on the silo mentality within which firms operated and how business schools structured curriculum. The silo mentality caused business students unable to see the firm as a holistic entity, an understanding of how all of its parts fit together to develop competitive advantage. Students graduating with a silo mentality perpetuated the silo mentality in business firms. This book draws together existing knowledge to help facilitate the shift of mind necessary to effectively manage the value chain, and introduces a new conception of the value chain, one that has been copyrighted (2006) and provides a new perspective of the value chain commensurate with the demands of the 21st-century global economy.

Michael Porter's Value Chain 50MINUTES, 2015-09-02 Understand Michael Porter’s value chain in no time! Find out everything you need to know about this valuable business tool with this practical and accessible guide. The Harvard Business School professor Michael E. Porter has dedicated much of his career to studying competitive advantage. One of his best-known concepts is the value chain, which is used to deliver a product or service to the market and has three key objectives: to improve services, to reduce costs and to create value. The model can be applied to virtually any business in any sector, making it a vital tool for companies looking to make the most of their competitive advantage in an increasingly crowded market. In 50 minutes you will be able to: •Identify the nine

functions that generate value within a business •Analyse your company's activity to make the most of your competitive advantage •Find areas for improvement and take concrete steps to maximise performance ABOUT 50MINUTES.COM | MANAGEMENT AND MARKETING The Management and Marketing series from the 50Minutes collection provides the tools to quickly understand the main theories and concepts that shape the economic world of today. Our publications will give you elements of theory, definitions of key terms and case studies in a clear and easily digestible format, making them the ideal starting point for readers looking to develop their skills and expertise.

Value Chains Intan Suwandi, 2019-08-22 Award-winning book showcases case studies uncovering the exploitation of labor and class in the Global South Winner of the 2018 Paul M. Sweezy—Paul A. Baran Memorial Award for original work regarding the political economy of imperialism, *Value Chains* examines the exploitation of labor in the Global South. Focusing on the issue of labor within global value chains, this book offers a deft empirical analysis of unit labor costs that is closely related to Marx's own theory of exploitation. *Value Chains* uncovers the concrete processes through which multinational corporations, located primarily in the Global North, capture value from the Global South. We are brought face to face with various state-of-the-art corporate strategies that enforce "economical" and "flexible" production, including labor management methods, aimed to reassert the imperial dominance of the North, while continuing the dependency of the Global South and polarizing the global economy. Case studies of Indonesian suppliers exemplify the growing burden borne by the workers of the Global South, whose labor creates the surplus value that enriches the capitalists of the North, as well as the secondary capitals of the South. Today, those who control the value chains and siphon off the profits are primarily financial interests with vast economic and political power—the power that must be broken if the global working class is to liberate itself. Suwandi's book depicts in

concrete detail the relations of unequal exchange that structure today's world economy. This study, up-to-date and richly documented, puts labor and class back at the center of our understanding of the world capitalist system.

Unlocking the Customer Value Chain Thales S. Teixeira, Greg Piechota, 2019-02-19 Based on eight years of research visiting dozens of startups, tech companies and incumbents, Harvard Business School professor Thales Teixeira shows how and why consumer industries are disrupted, and what established companies can do about it—while highlighting the specific strategies potential startups use to gain a competitive edge. There is a pattern to digital disruption in an industry, whether the disruptor is Uber, Airbnb, Dollar Shave Club, Pillpack or one of countless other startups that have stolen large portions of market share from industry leaders, often in a matter of a few years. As Teixeira makes clear, the nature of competition has fundamentally changed. Using innovative new business models, startups are stealing customers by breaking the links in how consumers discover, buy and use products and services. By decoupling the customer value chain, these startups, instead of taking on the Unilevers and Nikes, BMW's and Sephoras of the world head on, peel away a piece of the consumer purchasing process. Birchbox offered women a new way to sample beauty products from a variety of companies from the convenience of their homes, without having to visit a store. Turo doesn't compete with GM. Instead, it offers people the benefit of driving without having to own a car themselves. Illustrated with vivid, indepth and exclusive accounts of both startups, and reigning incumbents like Best Buy and Comcast, as they struggle to respond, *Unlocking the Customer Value Chain* is an essential guide to demystifying how digital disruption takes place – and what companies can do to defend themselves.

Building Effective Value Chains Tom McGuffog, 2016-08-03 The value chain describes the full

range of activities that firms and workers do to bring a product from its conception to its end use and beyond. This includes activities such as design, production, marketing, distribution and support to the final consumer. Value chain activities can occur within or between firms, within a single geographical location or spread across wider areas, and can produce goods or services. The overall goal of the value chain is to create value that exceeds the cost of providing a product or service, thus generating a profit margin. The concept of the value chain is at the early stages of a journey and many people still think conventionally. Building Effective Value Chains challenges this notion, helping people to think differently and to pursue the right goal in business. Building Effective Value Chains gives practical, easily understood advice on enhancing the value chain, supported by case studies from the public and private sector that illustrate how the methodology can be applied to different value chains. The book also considers the commercial value of the value chain as well as the academic origins of the value chain. Author Tom McGuffog shares his knowledge and experience from working in Rowntree and Nestle, the UK Procurement Agency, the Defence Logistics Organisation, and NHS Purchasing and Supply. Taking a global perspective, the issues discussed in this book are applicable internationally. Building Effective Value Chains includes executive summaries at the end of each chapter, useful online materials, and a comprehensive list of references.

Strategic Value Chain Management Qeis Kamran, 2020-11-03 A supply chain is the process of all parties involved in fulfilling a customer request, while a value chain is a set of interrelated activities a company uses to create value and a competitive advantage. In Strategic Value Chain Management the authors bring together a variety of disciplines, showing how to move from traditional supply chain management to value chain management. Research from the (ISM) International School of Management, Germany, originating from a network of companies in a range of sectors, is

integrated with case studies to demonstrate particular concepts. Strategic Value Chain Management brings together theory and practice and presents tangible ways of creating competitiveness in a changing world through the use of effective models and frameworks. Challenging the traditional Porters Five Forces Model, the authors introduce the important academic disciplines of cybernetics and systems sciences as essential drivers of strategy within the supply chain, supported by case studies illustrating their implementation.

Sustainable Value Chain Management Michael D'heur, 2015-02-28 This book introduces the integrated management concept of Sustainable Value Creation, which delivers sustainability 'inside-out' from the core business. It is based on the premise that sustainability can provide a platform for growth, if it is implemented in a company's products, services and supply chains (combined also known as the 'Value Chain'). Managing the Value Chain from the outset with a sustainability mindset subsequently allows profitable economical, ecological and societal growth. It combines the need for increased sustainability and its implementation in the operations of a company. The book addresses the following issues: How do economic, environmental and societal factors impact the value-creation process of a company? What requirements and expectations need to be met to balance economic, ecologic and societal value creation? What are the building blocks and measures that can be utilized on the journey towards building a sustainable value chain? What benefits can be achieved through sustainable value chains? What are the practical examples of sustainable value chains in leading companies that can inspire others to follow? The book includes contributions from the following organisations and companies: Beiersdorf, SAP, Klenk und Horsch, VAUDE, Infineon Technologies, Independent Capital Management, BASF, Nanogate, the Federal German Council for Sustainable Development, Henkel, Symrise, shared.value.chain, Siemens, Fairphone and Thin Air Factory

Global Value Chains Meine Pieter van Dijk, Jacques Trienekens, 2012 Mondiale waardeketens zijn het complexe netwerk van activiteiten tussen lokale producent en eindgebruiker. Global value chains schetst de invloed van deze waardeketens op lokaal, nationaal en internationaal niveau. Het boek geeft eerst een theoretisch en wetenschappelijk kader. Vervolgens krijgt de lezer een compleet beeld van de betekenis van mondiale waardeketens aan de hand van diverse casestudies, zoals de bierbrouwindustrie in Ghana, de Namibische bio-industrie, de industrie van halfgeleiders in China en Maleisië en het toerisme in Tanzania.

Business Strategies and Value Chain Management Lucas Wiedemann, 2013-04-24 This book is an introduction to the complexity of business strategies and value chain management. It shows the variety of the different strategies and their importance in a company's failure or success..

Value Chain Analysis for Policy-makers and Practitioners Hubert Schmitz, 2005

Lean and Agile Value Chain Management Ehap H. Sabri, Salim N. Shaikh, 2010-01-15 Offering guidance on how to develop a lean and agile value chain, this unique volume provides a comprehensive framework for driving out costs, reducing lead-times, making flexibility improvements, eliminating non-value added activities, and growing market share and profitability.

Sustainable Value Chain Management François Maon, Sankar Sen, 2016-04-01 The way organizations manage their value chain has changed dramatically over the past decade. Today, organizations take account of economic issues, but they also adopt a broader perspective of their purpose including social and environmental issues. Yet despite its global spread, sustainable value chain management remains an uncertain and poorly defined ambition, with few absolutes. The social and environmental issues that organizations should address easily can be interpreted as including virtually everything. Current literature on the topic seeks to understand the effects and management

of initiatives dealing with diversity, human rights, safety, philanthropy, community, and environment. However, the penetration of social and environmental considerations into value chain management is described as 'desire lacking reality' thereby making the idea a patchy success. The objective of this research anthology is to investigate different angles of sustainable value chain management. The book's 27 chapters fill holes and explore new fields; the chapters are organised in five sections: Sustainable value chains - context, drivers, and barriers; Sustainable value chains - managing activities; Sustainable value chains - managing networks and collaboration; Sustainable value chains - integrative perspectives; and Sustainable value chains - specific sectorial and industry perspectives.

eBusiness & eCommerce Andreas Meier, Henrik Stormer, 2009-03-26 This textbook focuses on the members of the digital value chain of eBusiness and eCommerce and dedicates a separate chapter to each member part: eProducts & eServices, eProcurement, eMarketing, eContracting, eDistribution, ePayment, as well as eCustomer Relationship Management. In addition to business models and business webs, digital procurement and marketing processes are likewise addressed such as electronic negotiation processes, security questions with digital signatures, as well as electronic supplier relationship management and customer relationship management. The topics are described based on explicit procedures and descriptive examples of application. The gradual set-up of an electronic Webshop for DVD's serves as a continuous case study. The book is directed towards students of economics at universities and technical colleges; it is also suitable for executives, project leaders, and company experts who deal with the digital value chain.

Value Chains, Social Inclusion and Economic Development A.H.J. (Bert) Helmsing, Sietze Vellema, 2012-05-23 Lead firms, development organisations, donors and governments view value chains and voluntary standards as vital instruments for achieving millennium development goals

through trade and market-related interventions. The precise foundations for these development strategies, which suggest positive development outcomes from integration of poor actors into value chains, are as yet underdeveloped. The interdisciplinary work in this volume shows how trade is managed and asks theory-driven questions about how value chains relate to locally-rooted development processes. Policy makers and development practitioners are increasingly using value chain analysis to frame pro-poor development interventions. This book offers multiple conceptualizations of development outcomes of inclusion of small producers, firms and workers in value chains. Processes of inclusion at different scales are unpacked in order to identify the terms of participation of small producers, firms and workers. As value chains are embedded, the book further argues that inclusion can be conceptualized as the degree of alignment between value chain logics and the institutions and capacities in the local business system. The combination of inclusive governance and endogenous development informs a grounded debate on roles of development-oriented partnerships. Chapters in this volume draw on multiple strands of economics, sociology, political science, geography and management studies; and for empirical grounding engage in comparative analysis of cases from Latin America, SubSaharan Africa and East and South East Asia. These are combined with processes taking place at a global level, such as the proliferation of standards and the growth of roundtables and multi-stakeholder partnerships. The contributions explore contrasts – between contexts, between industries or commodities/products, and between conceptual frameworks; and the context dependency of development impact necessitates cross-case investigations. This collection will be of interest to scholars in development studies, economics, business studies, as well as to development policy makers.

Operations Strategy David Walters, 2002-06-26 This text is designed to be appropriate for

Operations Strategy modules at both undergraduate and postgraduate level. It combines knowledge management, relationship management and advances in technology to inform the development of strategic advantage. The text adopts a value chain approach and contains a number of features to aid the learning process - chapter introductions, chapter summaries, further reading and boxed features.

Breaking up the Global Value Chain Torben Pedersen, Timothy M. Devinney, Laszlo Tihanyi, Arnaldo Camuffo, 2017-08-18 Recent developments are challenging the traditional separation between advanced and emerging economies as host of knowledge and production-intensive activities, respectively. Authors assess whether the co-location of R&D and manufacturing is critical for development and innovation.

The Retail Value Chain Sami Finne, Hanna Sivonen, 2008-12-03 The Retail Value Chain analyses the changes in the retail industry such as internationalization and consolidation and looks at the strategic options open to companies. It covers retail structures, efficient consumer response, partnerships in retail value chains, demand management, store operations, IT trends, loyalty programmes, shopper information sharing and more. In addition to providing useful insights into why retail operates the way it does, The Retail Value Chain describes the key concepts of Efficient Consumer Response (ECR) and provides several illustrative cases to demonstrate the results. As such, it is essential reading for both retail practitioners and students of retail and channel marketing.

Supply Chain Metrics that Matter Lora M. Cecere, 2014-12-08 How to Conquer the Effective Frontier and Drive Improved Value in Global Operations Growth has slowed. Volatility has increased and the world is more global. Brands are defined by innovation and services. Supply chain excellence matters more than ever. It makes a difference incorporate performance. One cannot snap their fingers and deliver supply chain success. It happens over the course of many years. It is measured in

inches not miles. In this book, the author evaluates the progress of over a hundred companies over the period of 2006-2013. Success drives value. The effective supply chain makes a difference in winning a war, saving a patient, and driving commerce; but it also makes a difference in a community having clean air, potable water, and a standard of living. Mistakes are hard to overcome. Supply Chain Metrics that Matter tells this story. The book links corporate financials to supply chain maturity. In the book, the author analyzes which metrics matter. The author Lora M. Cecere is a supply chain researcher as well as an authority in supply chain technology. She helps companies gain first mover advantage. In the book, Cecere provides concrete, actionable steps to align and balance the supply chain to drive value. The book explores the crossover between supply chain efficiency and financial growth with topics such as: Outlining the metrics that matter, the metrics that don't Progress in industry sub-segment in improving inventory, cash, productivity and margin The management techniques that improve performance Sharing insights on how metrics change as the supply chain matures The roadmap to improve performance. Today, supply chains are global and dynamic. They are rapidly evolving. Companies that constantly seek out new solutions and opportunities for improvement drive differentiation. In a market where growth is stalled and many companies are stuck in driving supply chain performance, this book provides a clear, concise framework for a more modern, effective supply chain.

Global Value Chains and Development Gary Gereffi, 2019-01-24 Studies conceptual foundations of GVC analysis, twin pillars of 'governance' and 'upgrading', and detailed cases of emerging economies.

Value Chain Management in the Chemical Industry Matthias Kannegiesser, 2008-06-11 Supply chain management helped companies to manage volumes, fulfil customer demand and

optimize costs in production and distribution. Specifically, chemical industry companies with high complexity in production and distribution used supply chain management to steer their operations. Confronted with globalization and increasing raw material and sales price volatility, optimizing supply chain costs is no longer sufficient to ensure the overall profitability of the business. Value chain management takes supply chain management to the next level by integrating all volume and value decisions from sales to procurement. The book presents the value chain management concept and demonstrates how it is applied in a global value chain planning model for commodities in the chemical industry. A comprehensive industry case study illustrates the effects of decision making integration, e.g. the influence of raw material prices or exchange rates on optimal sales, production, distribution and procurement plans as well as overall company profitability.

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Value Chain Introduction

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