CH 5 : Strategic Planning & Marketing Insights

The macro-environment:

- The macro-environment refers to all external factors that affect a company's business operations.
- Although uncontrollable, it is of utmost importance for a company to analyze and get familiar with these factors in order to proact and react appropriately.
- The six dimensions of the macro-environment are addressed through the PESTLE analysis model. Beyond
 universal variables, specific variables need to be examined in fashion-oriented industries.
 - Political: Governments' political stance and orientation towards economic, sociocultural, technological, legal and environmental matters.
 - Economic: Consumer purchasing power, Interest rates, Currency fluctuations, Raw materials cost, Labor cost, Tax rates.
 - Sociocultural: Demographic data(distribution of age, gender, ethnicities, income, education, occupations, etc), Ethical & sustainable consumption, Diversity and Inclusion, Core beliefs and values
 - Technological: Manufacturing technologies, Integration level of artificial intelligence, Integration level of extensive reality (AR, VR, MR), Integration level of online banking & e-commerce
 - Legal: Intellectual property rights, Consumer protection regulations, Environmental regulations, Labor laws, Data privacy and security
 - Environmental: Climate, Raw material availability, Sustainable conduct.

The micro-environment:

- The microenvironment involves all actors surrounding the company and affecting its ability to serve its customers.
 This embraces the company's internal stakeholders and external influential players.
 - Internal Stakeholders (Company): This refers to the company itself, including its employees,
 management, resources, culture, and overall structure. How efficiently the company operates internally
 will influence how well it interacts with external factors.
 - External Influential Players: Suppliers, marketing Intermediaries, competitors, publics(the media, local
 communities, government agencies, activist groups, or even potential investors), and customers.

Swot analysis:

- Strengths are internal factors that give a brand an advantage. These include:
 - Strong brand image
 - Good relationships with PR companies
 - High quality of production.
 - Exclusive products
 - Unique designs
 - High levels of craftsmanship
 - Collection variety/brand portfolio
 - Speed in manufacturing
 - Physical stores
 - Customer service
- Weaknesses are internal factors that put a brand at a disadvantage. These include:
 - Dependence on physical shops/ limited online presence
 - Inability to expand to other markets
 - Lack of control over production or too much dependence on third-party suppliers
 - Weak relationships with customers
 - Low quality

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