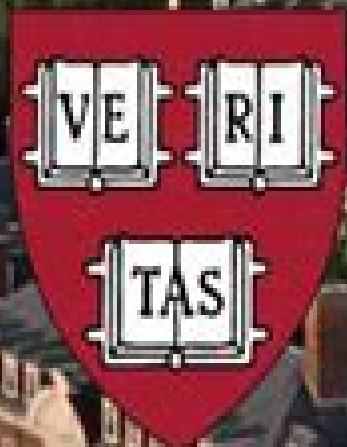




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Network Marketing Harvard University Report

Gerald I. Susman



Network Marketing Harvard University Report:

A Network Approach in Strategic Management: Emerging Trends and Research Concepts Beata Barczak, Tomasz Kafel, Pierpaolo Magliocca, 2021

PURPOSE The analysis of the literature shows that the attempts to conceptualize the strategic aspects of the network bring a significant impact on the development of research on organizational networks This article aims to analyze the new trends in strategic management and in particular on the possibility of exploring the network approach in strategic management through the existing literature and the presentation of the new contributions of the following articles published in the current issue

METHODOLOGY The article is descriptive in character thus it is based on a literature review and its constructive critics A narrative literature review was used to present the main assumptions and features of the network approach in strategic management along with an indication of emerging trends and new directions Also the identification of theoretical foundations for understanding the processes of strategic change in inter organizational networks and the proposition of the way to understand network strategy were presented

FINDINGS The research included in this issue shows that from a network perspective business strategy plays an important role in guiding the development of individual relationships and networks Exploring the network approach in strategic management allows one to adopt the category of network strategy which can be described through the coexistence of cooperation and competition

IMPLICATIONS FOR THEORY AND PRACTICE Considerations lead to the conclusion that the business strategy must be expressed in terms of potential changes in the network in which the company operates taking into account its current and selected position in the network Despite the fact that the current state of research on organizational networks in the theory of strategic management shows that this approach is already quite well established on the basis of the analysis of research results concerning the conceptualization of strategic aspects of the network the existing problems and limitations were identified

ORIGINALITY AND VALUE The main problems related to the exploration of the network approach and the resulting consequences for the definition of the network strategy were indicated Also the combination of an organizational and economic approach with the logic of competitive advantage and relational annuity The demonstration that the network perspective in strategic management allows for a more complete understanding of the strategic behavior of modern enterprises

Keywords network network strategy network approach strategic management

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Organizational Culture, Business-to-Business Relationships, and Interfirm Networks Arch G. Woodside, 2010-08-18 Provides in depth understanding about business to business B2B and organizational relationships This title includes descriptions on how B2B networks form function and develop and is for readers who want to delve into how B2B relationships actually work and frequently do not work

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