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TENTH EDITION

Strategic Management

Text & Cases

Gregory Dess
Gerry McNamara
Alan Eisner
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Gupta C.B.



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- u Opening Case Each chapter begins with an opening case highlighting strategies and actions followed by Indian companies while trying to exploit the opportunities present in a competitive environment
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- u References Each chapter is also supported by carefully selected references for the benefit of readers who might be interested in exploring the topic further
- u Personality Profiles Personality sketches of

leading corporate heroes have also been provided at appropriate places illustrating the manner in which they fought against heavy odds and emerged as winners in the end

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u Concluding Case Each chapter contains a thoroughly researched and widely acclaimed case picked up from Business Today relevant to the topic in question

u Student Oriented Text The subject matter has been presented in a simple and lucid manner keeping the unique requirements of students in mind

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