



Global Corporate Strategy - A Critical Analysis and Evaluation of Amazon.com

Miriam Mennen

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Essay from the year 2006 in the subject Business economics - Marketing, Corporate Communication, CRM, Market Research, Social Media, grade: 65 % - B, University of Sunderland (Faculty of Business and Law), course: Global Corporate Strategy, language: English, abstract: In the following, the Amazon.com case study will be critically analysed and evaluated. High emphasis will be put on the company's global business policies and strategies from its foundation in 1995 till now by examining the internal and the external environment. The online retailer followed a long-term strategy in order to fulfil its vision and values, incorporating global growth, diversification in product categories and building up the world's most customer-centric company. Furthermore, Amazon.com's strategic decision-making and problem solving processes will be carefully analysed and how it responds and copes with changes and difficulties arising from the business environment. This report outlines in the last step the future tendency and the future direction of the organisation by highlighting the strategic thinking behind a long-term approach. Concluding, recommendations will be given which focus on revising their strategy and applying scenario planning.

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