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3 At New York City, N.Y., November 30, 1934, December 5, 1934. Hearings, No. 73-NY-11, 215 p. pt. 1 CBSE Social Science Sample Question Papers For Class 10 (For March 2026 Exam) State Education Department Bulletin
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practise in all topic areas and build up your confidence.

Exploring Proactive Market Strategies 2020 In discussions of firm strategy, proactivity is often mentioned as an enabler of effective goal accomplishment and high performance. However, it is rarely explained what, more precisely,
being more proactive actually entails, or even indeed defined what is meant by the term 'proactivity' in this particular context. This dissertation seeks to investigate proactivity and its role in shaping firms' market strategies. Drawing
on research on proactivity in the strategic marketing domain, we know that proactive firms, on average, develop more radical innovation, are better at managing complex and highly competitive environments, and seem to achieve
higher business performance. However, few, if any, of these prior studies properly define proactivity and take a more holistic perspective on its impact on firms' market strategies. In this dissertation I propose a definition of proactivity
based on three main proactive characteristics: being future-oriented, taking the initiative, and driving change. Thus, a proactive firm does not wait for things to happen and then react to those events. Instead, it keeps a long-term horizon
scanning for market intelligence and takes action before things happen, in order to create the change needed to improve its situation. While certainly not all proactive actions are successes, particularly not if the firm lacks pro
awareness of the situation or exceeds its capabilities in its striving to shape events, proactive firms do have access to a broader set of opportunities than their less proactive competitors. To understand how proactivity influences
firm strategies, it is first necessary to understand market strategy itself a bit closer. I define market strategies as firms' strategies for creating customer value. According to the market orientation literature, the basis of achieving
high firm performance is to consistently provide customers with superior value to that of the competition. Thus, firms' market strategies are squarely at the center of their efforts to become more successful. To study these effects
they have, it is necessary to go beyond strategy documents and study the actual activities that firms perform to implement them. A market strategy, in my conceptualization, can thus be perceived as a coherent set of
actions aimed at fulfilling certain goals, leading to the creation of customer value. These activities can then be further categorized according to the strategic orientations that drive the firm's strategy-making, with customer orientation
and innovation orientation being the orientations that have the most impact on market strategies. From this conceptual foundation, the dissertation takes four different approaches to investigating pro
market strategies, each presented in one of the four appended papers. In the first paper, a conceptual typology of different types of market strategies based on different value-creation logics – which are the combinations of
proactivity and proactivity that influence a firm's value-creation efforts – is presented. In the second paper, the market strategies of five proactive firms are investigated to find three generic proactive market strategies, each representing
a way for firms to employ proactivity in their market strategies. The third paper uses fuzzy-set qualitative comparative analysis to investigate the configurations of proactivity, market environment and different market strategies
consistently lead to high market-strategic effectiveness. Finally, the fourth paper goes more in-depth in exploring the activities that firms employ to create value for customers, with particular focus on the different activities
performed during different stages of contact with a customer. Through this thorough investigation of proactive market strategies, this dissertation presents a holistic view of proactivity and its impact on firms' market strategies
and associated activities. As this is the first proper holistic view of proactivity in market strategy and also the first attempt to properly define proactivity in the market-strategic context, the dissertation also provides directions for
research. "Vi måste vara mer proaktiva" är en fras som säkerligen har dragits på många strategisemin. I såväl internationella serierade jättar som lokala småföretag, tjänsteföretag likväl som tillverkande industrier, har det i styrelser och
ledningsmöten, pratats om behovet att vara mer proaktivt. Det uppenbara är att proaktivitet ses som något positivt, något som kan hjälpa företaget bli bättre, mer konkurrenskraftigt, och så vidare. Men vad menar man egentligen
att vara proaktivt i det här sammanhanget? Och hur påverkar det egentligen företags prestationsförmåga? Harald Brege vid Linköpings Universitet har studerat proaktivitet och hur företaget kan använda det för att öka effektivitet
sina marknadsstrategier, d.v.s. deras strategier för att skapa kundvärde. Proaktivitet är en nyckel som kan låsa upp möjligheter för företaget att bli bättre på att hantera en föränderlig och komplex omvärld och stärka sin
konkurrenskraft. Slår man upp ordet "proaktivt" i SAOL får man veta att det betyder förebyggande eller förutsedd, men för att kunna användas som ett verktyg för strategitvveckling behövs en mer användbar definition än så.
Strategiskt perspektiv så har proaktivitet tre huvudsakliga komponenter: att vara långsiktig, att ta initiativ och att driva förändring. Den viktigaste för ett proaktivt företag är att inte vara passiva och vänta på att något händer
tvingar dem till förändring eller att bara reaktivt agera på det som finns i omvärlden. Istället så blickar man framåt, identifierar de potentiella sätten som en situation kan utvecklas på och tar sedan initiativ och agerar för att
situationen så att den passar företaget bättre. Dock så racker det inte bara att bli proaktivt och så får man stora vinster på direkten. För att proaktiviteten ska bli framgångsrik så måste ett företag dels arbeta för att skaffa sig
förståelse av sin omgivning, dels se till de olika delarna i deras marknadsstrategi hänger ihop och arbetar mot samma mål. Är strategin otydlig eller om företaget håller på med saker de inte har insikt i så är proaktivitet istället
att ge dåliga resultat. Genom att arbeta för att förstå sina kunder på djupet så kan proaktiva företag snabbt komma med lösningar till behov, inklusive behov som kanske inte ens kunderna själva hade identifierat. Genom att
arbeta med att förändra kunders uppfattning av vad en leverantör ska göra för dem och att påverka politiker och andra intressenter så kan proaktiva företag forma sina marknader för att bättre passa dem. Genom att driva
produktutveckling som fokuserar på morgondagens produkter och att testa nya möjligheter, inte bara småföretag utan även samma gamla produkter, så kan proaktiva företag skapa innovativa nya erbjudanden som vänder upp och
ned på marknaden. Dessa tre exempel belyser de tre generiska proaktiva marknadsstrategier som har identifierats: kundengagemang, marknadsformande, och innovationsledarskap.

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