



Single Stop USA: Scaling the Model

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1.6 Growth and evolution

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- The merits of small versus large organizations A03
- The difference between internal and external growth A02
- The following external growth methods: A03
 - -mergers and acquisitions (M & As) and takeovers
 - -joint ventures
 - -strategic alliances
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- The role and impact of globalization on the growth and evolution of businesses A03
- Reasons for the growth of multinational companies (MNCs) A03
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Small vs Large Organizations

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The difference in the scale of operations of a small business - perhaps operated by just one person - and the largest corporations in the world is almost incalculable.

Nearly all firms aim to grow and evolve.

- larger organizations have more financial muscle and can withstand changes in the external environment more than a smaller firm.
- greater risks that will yield much higher rewards can be taken.
- increased profitability can not only provide security but also entice investors and capital thus reinforcing growth and success.

However, serious questions are being asked about the power and influence of large organizations. In particular, corporate influence in politics, and the role of multinationals impacting local and national economies, impacting cultures, etc. are increasingly under scrutiny.

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Books



Merchandise



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Alibaba's Evans on Singles' Day, U.S. Investment Strategy

Alibaba Group Holding Ltd.'s Singles' Day generated a record 168.2 billion yuan (\$25.3 billion) in sales, as the e-commerce giant worked with more traditional retailers to market discounted lobster, iPhones and refrigerators to shoppers from at least 225 countries and regions.

To pump merchandise, the Chinese company also hosted a star-studded gala with film star Nicole Kidman and American rapper Pharrell Williams. CEO Daniel Zhang said the company wants to make the event more global.

The annual frenzy posted a 39 percent increase in sales, exceeding estimates and defying concerns of an economic slowdown. The event helped at least 82 brands top 100 million yuan in sales-- Nike Inc., Xiaomi Corp. and Uniqlo Co. coming out as some of the biggest winners.

About 90 percent of transactions were done via mobile. At its peak, the company's processors handled 256,000 transactions per second.

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Let's look at the pros and cons of both of
overthinking in view of the best order

Read and Discuss
Is bigger always better?

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Let's look at the scale and automaticity of operations in a new fulfillment center

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What is small?

The legal definition of small often varies from country and industry.

In the US a small business is one which employs fewer than 100 employees, in the EU the figure is 50 employees and in Australia, fewer than 20.

Other indicators of size such as sales revenue could also be used.

Think of it as firms that employ fewer people and have lower sales compared to other firms.