

# Note on Sum-Of-The-Parts Valuation

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**Market and Analytics**

10.5%

What is the difference between the two?

Measuring effectiveness

Analytics for Decision Making

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WHICH WAY TO GO?

**EQUITY**

The value of the firm is the sum of the values of its constituent parts.

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It is the sum of the values of the constituent parts of the firm.

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**Promotion**



**CUSTOMER FOCUS**

Service with a smile

Customer Focus

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**Strategic Plan**

1. Vision Statement

2. Core Values

3. Mission Statement

4. Strategic Objectives

5. Key Performance Indicators

6. Action Plan

7. Monitoring and Evaluation

8. Review and Update

9. Communication

10. Implementation

11. Flexibility

12. Accountability

13. Transparency

14. Collaboration

15. Innovation

16. Risk Management

17. Sustainability

18. Stakeholder Engagement

19. Continuous Improvement

20. Success

**metrics**

Customer Satisfaction

Employee Engagement

Operational Efficiency

Financial Performance

Market Share

Brand Equity

Customer Retention

Product Quality

Employee Turnover

Operational Costs

Revenue Growth

Market Penetration

Customer Acquisition

Employee Productivity

Operational Reliability

Financial Stability

Market Leadership

Customer Loyalty

Product Innovation

Employee Retention

Operational Excellence

Financial Soundness

Market Resilience

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Financial Soundness

Market Resilience



**Mckinsey Global Institute (2011)**

**PLANET PEOPLE**

Profit

**Intelligence**

**Data**

**Information**

**Brand Positioning**

Good activity (4) p.40

850

1900

1950

2000

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What is the difference between the two?



Thecasesolutions.com WHICH WAY TO GO?

CUSTOMER FOCUS

Service with a smile

The customer is always right

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Promotion

Public Good

PROFIT

Management Quadrangle

People, Profit, Share, Growth

metrics

Customer and employee satisfaction



EQUITY

Share of equity can be divided into different portions and for different purposes (Miller, 2002). To illustrate, we split ownership in a business (Mishra, 2002).

The value of the business can be divided into different portions (Miller, 2002).

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Also see book of Corporate Finance

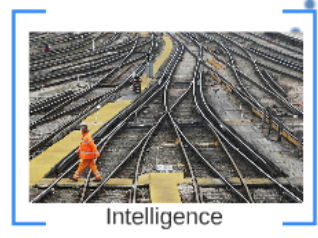
McKinsey Global Institute (2011)

Growth

Innovation

PEOPLE, PROFIT, SHARE, GROWTH

PROFIT



Brand Positioning

Homework

Good activity (4) p.40

850

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# Metrics and Analytics



What is the difference between the two?

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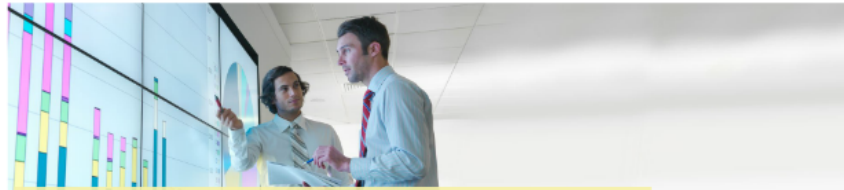


## Metrics and Analytics



What is the difference between the two?

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**Analytics for  
Decision Making**

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# The

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## Measuring Effectiveness



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EVERY day is CUSTOMER day

100%


**CUSTOMER FOCUS**

100%

TIMELY RESPONSE

Service with a 

The customer is ALWAYS right




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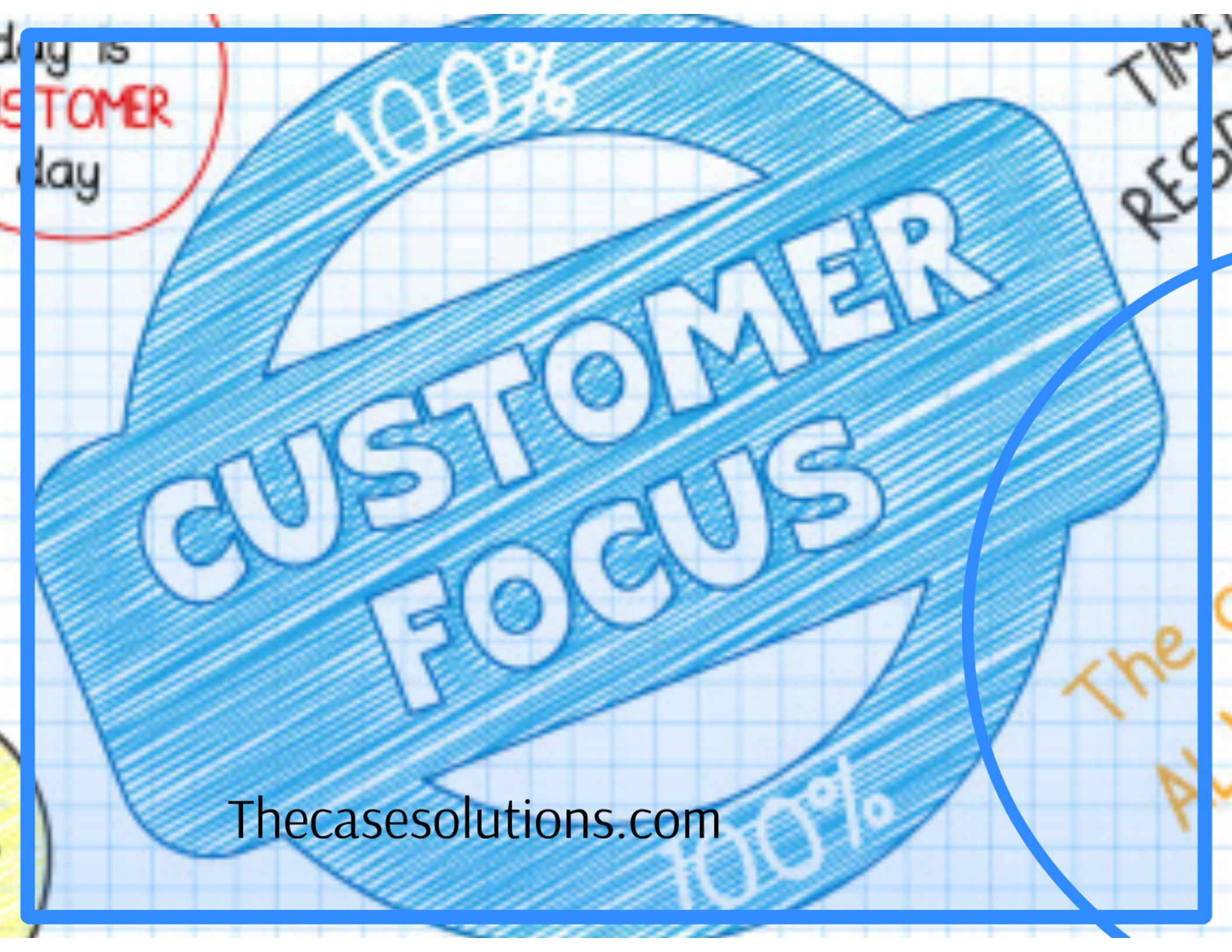
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The customer is  
**ALWAYS** right

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