CITTÀ DI REGGIO CALABRIA

Servizi Demografici

via del Torrione prol., 2

N. _____ del _____

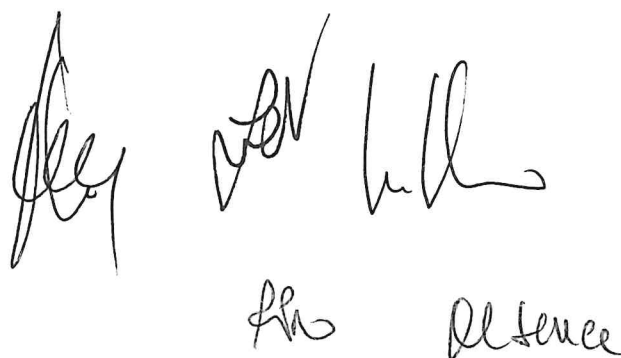All. 5

Non Sottoscritta

1) Accesso agli atti amministrativi e relativi limiti

2) il fondo pluriennale vincolato nelle opere pubbliche

3) la figura del responsabile unico di progetto ai sensi del nuovo codice degli appalti (d.lgs. 36/23)

SUCCESSFUL BUSINESSES

Successful businesses often change the way the world lives. Consider Apple, Google, and Netflix and the immense value each offers customers. Despite ambitious profit margins, the companies' business strategies didn't stem solely from financial goals. Each prioritized consumer value through innovations such as smartphones, faster search engines, and video streaming.

If you want to develop a successful business strategy, here's an overview of value creation, how to create value, and examples of companies successfully implementing it into their business models.

VALUE-BASED BUSINESS STRATEGY

Creating value for the customer and company determines whether a business strategy is successful. According to Harvard Business School Professor Felix Oberholzer-Gee in the HBS Online course Business Strategy, "These companies don't win by having the best product or most impressive service. They win by creating the most value."

While this can be difficult to visualize, the value stick framework illustrates how a company can maximize profit while creating more value for its customers, suppliers, and stakeholders.

The value stick is a graph comprised of four components: willingness to pay (WTP), price, cost, and willingness to sell (WTS). Each segment represents how a sale's value is split between a firm, its customers, and suppliers. While each component leads to value, two levers create it: WTP and WTS.

To better understand how these components aid value-based business strategies, here are examples of how you can implement them in your organization.

1) Il candidato illustri caratteristiche e funzionamento dei componenti di una rete di computer.
2) Il candidato parli dei principali programmi installati in un computer.
3) Il candidato relazioni su Sicurezza Informatica e protezione dei dati.