

Cambridge Elements =

Elements in Business Strategy
edited by
J.-C. Spender
Rutgers Business School

TOOLS FOR STRATEGY

A Starter Kit for Academics and Practitioners

Henri Hakala

Lappeenranta University of Technology

Tero Vuorinen

HAUS Finnish Institute of Public Management





CAMBRIDGEUNIVERSITY PRESS

University Printing House, Cambridge CB2 8BS, United Kingdom
One Liberty Plaza, 20th Floor, New York, NY 10006, USA
477 Williamstown Road, Port Melbourne, VIC 3207, Australia
314–321, 3rd Floor, Plot 3, Splendor Forum, Jasola District Centre,
New Delhi – 110025, India

79 Anson Road, #06-04/06, Singapore 079906

Cambridge University Press is part of the University of Cambridge.

It furthers the University's mission by disseminating knowledge in the pursuit of education, learning, and research at the highest international levels of excellence.

www.cambridge.org
Information on this title: www.cambridge.org/9781108793193
DOI: 10.1017/9781108883757

© Henri Hakala and Tero Vuorinen 2020

This publication is in copyright. Subject to statutory exception and to the provisions of relevant collective licensing agreements, no reproduction of any part may take place without the written permission of Cambridge University Press.

First published 2020

A catalogue record for this publication is available from the British Library.

ISBN 978-1-108-79319-3 Paperback ISSN 2515-0693 (online) ISSN 2515-0685 (print)

Cambridge University Press has no responsibility for the persistence or accuracy of URLs for external or third-party internet websites referred to in this publication and does not guarantee that any content on such websites is, or will remain, accurate or appropriate.



Tools for Strategy

A Starter Kit for Academics and Practitioners

Elements in Business Strategy

DOI: 10.1017/9781108883757 First published online: August 2020

Henri Hakala Lappeenranta University of Technology

Tero Vuorinen
HAUS Finnish Institute of Public Management

Author for correspondence: Henri Hakala, henri.hakala@lut.fi

Abstract: This Element discusses the concept and applications of strategy tools. Strategy tools are frameworks, techniques, and methods that help individuals and organizations to create their strategies. After a brief overview of different ideas on strategy and strategic thinking, we move on to define and discuss what strategy tools are and elaborate on the promise and perils of using them to implement strategic management. We review the most commonly used, classic tools and techniques but also less well-known tools of the strategy trade, as proposed by scholars writing in the leading strategy journals. We conclude by offering suggestions on how to improve strategic design and the effectiveness of the resultant strategy through the selective use of the most appropriate tools. Overall, this Element provides a quick overview of the tools that are available to those tasked with creating organizational strategies and making strategic decisions.

Keywords: strategy, strategy tools, decision-making, rational analysis, business & entrepreneurship

© Henri Hakala and Tero Vuorinen 2020

ISBNs: 9781108793193 (PB), 9781108883757 (OC) ISSNs: 2515-0693 (online), 2515-0685 (print)



Contents

1	Introduction	1
2	Strategy As a Tool for Strategic Management?	2
3	What Are Strategy Tools and Techniques?	7
4	The Promise and Perils of Strategy Tools	9
5	Common Strategy Tools	13
6	Less Well-Known Strategy Tools	26
7	Using the Strategy Tools	36
8	Using Strategy Tools Responsibly	43
	References	46