

SANDALWOOD SYMPHONY BY JAM

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Welcome to Sandalwood Symphony by JAM, where fragrances come alive in a symphony of elegance and allure. Founded by four close friends with a passion for exquisite scents, Sandalwood Symphony by JAM embodies the harmonious blend of craftsmanship, creativity, and camaraderie.

Our journey began with a shared love for the timeless charm of sandalwood, its rich history, and its captivating essence. We no longer wanted a scent that smelled like others and lost its essence after a few months. United by a common vision, we embarked on a mission to craft fragrances that evoke a sense of sophistication and serenity, resonating with the rhythm of nature.

At Sandalwood Symphony by JAM, we believe in the power of scent to transport you to cherished memories and create new ones. Each fragrance is meticulously curated, drawing inspiration from the beauty of nature, the grace of music, and the warmth of human connections. We take pride in sourcing the finest ingredients, ensuring every product reflects our commitment to quality and luxury.

With a dedication to sustainability and ethical practices, we strive to create a brand that not only captivates the senses but also contributes positively to the world around us. Our perfumes are poetry to craftsmanship, friendship, and the symphony of life.

Join us on this fragrant journey, where Sandalwood Symphony by JAM envelops you in an enchanting olfactory experience, harmonizing your senses and elevating your spirit.

Sandalwood Symphony by JAM is dedicated to enhancing lives and leaving a lasting impression on high-end fragrances with a harmonious blend of passion, craftsmanship, and a deep respect for nature.

MISSION:

Our mission at Sandalwood Symphony by JAM is to redefine the way individuals experience the essence of sandalwood, elevating it from a mere fragrance to an immersive sensorial journey that resonates with the soul. We strive to infuse moments with an unparalleled sense of luxury and serenity, enhancing the lives of our clientele through the art of perfumery.

VISION:

Sandalwood Symphony by JAM envisions a world in which the appeal of sandalwood transcends boundaries, nations, and generations to become the universal representation of exquisite luxury and craftsmanship in perfumery. We want to be the top supplier of exquisite sandalwood-infused perfumes that enchant and motivate people all over the world.

VALUES:

- **Craftsmanship:** We retain the tradition of handcrafted excellence by meticulously attending to every last detail and maintaining an uncompromising dedication to quality in every drop of our perfumes.
- **Elegance:** We represent elegance in every facet of our brand, from the products' upscale design to the luxurious service we provide to our loyal customers.
- **Innovation:** We constantly push the limits of creativity and innovation, fusing modern sensibilities with sandalwood's timeless allure to produce smells that are both timelessly elegant and cutting-edge.
- **Sustainability:** We are dedicated to sustainable practices, ensuring that our passion for perfumery aligns with our responsibility to the environment and future generations. Indulge in the symphony of scents. Embrace the essence of Sandalwood Symphony by JAM.

EXTERNAL AND INTERNAL ENVIRONMENTAL ANALYSIS

EXTERNAL:

1. Market trends- Analyze the popularity of Natural vs Synthetic fragrances.
2. Competitive landscape: - Study competitors in terms of market share, product offerings, and pricing strategies
3. Economic Factors: - Assess how economic downturns or upswings might impact luxury goods sales.
4. Regulatory Environment: - Understand the regulations related to the perfume industry such as labeling and ingredient restrictions.
5. Social and Cultural influences: - Analyze cultural preferences in different regions.
Consider societal trends influencing consumer behavior in fragrance choices.

INTERNAL:

1. Brand strength: Evaluate the strength of a brand in the market and assess brand loyalty and recognition.
2. Product Portfolio: Review the diversity and uniqueness of your perfume offerings. Assess how well your products cater to different market segments.
3. Supply chain: Evaluate the efficiency and reliability of the supply chain and identify any potential risks.
4. Financial performance: Analyze financial statements to understand profitability and liquidity.
Identify areas of cost optimization or investments.

5. Human Resources: Evaluate the skills and expertise of your workforce and assess employee satisfaction and retention rates.

6. Marketing and Distribution channels: Review the effectiveness of marketing strategies and analyze the efficiency of distribution channels.

COMPETITIVE ANALYSIS

1. *Identify Competitors*: List key competitors in the perfume industry. This could include luxury brands, niche players, and mass-market brands.

2. *Market Share*: Analyze the market share of each competitor. Who dominates the market, and who are the rising stars?

3. *Product Portfolio*: Compare the range and types of fragrances offered by each competitor and identify unique selling points (USPs) for each brand.

4. *Pricing Strategies*: Examine the pricing strategies of competitors. Are they positioned as luxury, mid-range, or budget brands? Look for any pricing, promotions, or discounts.

5. *Brand Image*: Evaluate the brand image of each competitor. Are they seen as sophisticated, trendy, or innovative? Consider customer perceptions and reviews.

6. *Distribution Channels*: Analyze how competitors distribute their products. Are they focused on retail stores, online platforms, or a combination? Assess the efficiency of their distribution network.

7. *Marketing Strategies*: Study the marketing strategies employed by each competitor. This includes advertising, social media presence, and influencer collaborations to identify any recent successful or unsuccessful marketing campaigns.

8. *Social and Environmental Responsibility*: Consider how each competitor addresses social and environmental concerns. Are they engaged in sustainable practices, Assess any corporate social responsibility initiatives.

9. *Online Presence*: Analyze the online presence of competitors. How effective are their e-commerce platforms? Look at customer engagement on social media.

10. *Strengths and Weaknesses*: Identify the strengths and weaknesses of each competitor. This could include aspects like strong brand recognition, supply chain vulnerabilities, etc.

SWOT ANALYSIS

S- STRENGTH: -

1. Brand Recognition: - the established brands will have strong recognition and loyalty.
2. Innovation in Fragrance Creation: - ongoing research and development leading to the creation of unique and appealing fragrances.
3. Luxury image: - many perfume brands have a luxury image, attracting consumers who associate the fragrance with prestige. So, our brand has a luxury image of using sandalwood.
4. Effective Marketing Strategies: - successful marketing campaigns, celebrity endorsements, and social media presence.
5. Global Reach: - Access to global market and distribution channels.

W-WEAKNESSES: -

1. High production costs: - the production of high-quality fragrances can be costly, impacting profit margins.
2. Dependency on trends

3. Environmental Impact: - increasing consumer awareness of the environmental impact of certain perfume ingredients.

4. Regulatory compliance: - compliance with regulations regarding ingredient restrictions and labeling.

O- OPPORTUNITIES: -

1. Rising demand in Emerging Markets: - expanding into emerging markets with a growing middle class and an interest in luxury goods.

2. Green and sustainable products: - meeting the demands for eco-friendly and sustainable perfume options.

3. Customization trends: - capitalizing on the trend of personalized and customizable fragrances.

4. Collaborations and Limited editions: - Collaborating with celebrities or designers for limited editions to create buzz and exclusivity.

T- THREATS: -

1. Competition for Niche Brands: - growing competition from Niche and indie perfume brands.

2. Economic Downturns: -reduced consumer spending on luxury items during economic downturns.

3. Supply chain Disruptions: - it affects the production and distribution.

4. Changing consumer preferences: - rapid change may impact sales.

5. Online Counterfeiting: - increased risk of counterfeit products in the online market.

LEADERSHIP PHILOSOPHY FOR SANDALWOOD SYMPHONY BY JAM PERFUMES

I'm committed to fostering an environment at Sandalwood Symphony by JAM Perfumes where everyone feels appreciated and respected and where we can all reach our greatest potential. This is reflected in my leadership philosophy. In my capacity as Sandalwood Symphony's leader, I'm committed to creating a workplace where all employees are motivated, devoted to continual growth, and enthusiastic about what they do. I really feel that motivated and engaged workers are more creative and productive.

Furthermore, I think it's critical to have a culture of learning and growth. To help my staff realize their greatest potential, I want to support their ongoing learning and development. I think that by investing in my staff, I'm also investing in the company's future.

Furthermore, I think it's essential to act morally and responsibly in all we do. I want Sandalwood Symphony by JAM Perfumes to be recognized as a business that values social responsibility and sustainability. I think it is my duty to utilize our resources responsibly and to change the world for the better.

I will use my leadership philosophy in the following ways at Sandalwood Symphony by JAM Perfumes:

1. Make attainable and motivating objectives. Together with my group, I will create attainable and motivating objectives for the business. Also, I'll make sure that everyone is on the same page and making progress toward these objectives by routinely communicating with them.

2. Establish a cooperative and team-oriented culture. I'll push my group to cooperate and work as a unit to accomplish our objectives. I'll also provide the group members with the chance to exchange ideas and learn from one another.
3. Offer praise and criticism. I'll provide my team members with performance reviews on a regular basis. In addition, I'll give them credit for their achievements.
4. Invest in the education and training of your staff. I'll make an investment in my team members' chances for training and growth. They will be able to realize their full potential and advance their knowledge and skill sets as a result.
5. Establish a socially conscious and sustainable workplace. I'm going to integrate sustainable principles into the way our business operates. Additionally, I'll back social initiatives that our consumers and workers care about.
6. I think that by putting these leadership ideas into practice, I can build a business where everyone feels appreciated and respected and where we can all reach our greatest potential.

STRATEGIC GOALS

Strategic goals for Sandalwood Symphony by JAM Perfumes are essential for guiding the company's growth and success in the luxury perfume market. These objectives encompass various aspects of the business, including product development, branding, market expansion, and customer satisfaction.

1. Become a leader in the luxury perfume market.
2. Increase brand awareness and recognition.
3. Expand into new markets.

4. Increase customer loyalty and satisfaction.

Above all, Sandalwood Symphony has set a lofty objective for itself: to become a market leader in luxury perfumes. This may be accomplished by continuously creating inventive, high-quality scents that appeal to a discriminating customer base. By emphasizing product quality, the business may draw in and keep clients who are looking for exceptional and distinctive smells. Developing a solid reputation for your brand is also essential. In the luxury market, trust and reputation are earned gradually. Careful attention to detail in the product and brand image may help accomplish this. It's also crucial to grow the distribution network to reach more clients. Expanding its reach allows Sandalwood Symphony to expand into new areas and broaden its clientele.

The enhancement of brand recognition and awareness is the focus of the second strategic aim. Sandalwood Symphony is a relatively new business, thus, to reach prospective consumers, it needs to spend money on marketing and advertising initiatives. Moreover, PR campaigns may aid in building discussion about the company. Partnerships with other premium companies may also be advantageous to both parties. Through cross-promotion, Sandalwood Symphony may increase its exposure and reputation in the market by making use of the clientele of well-known luxury brands.

Expanding the market is the third strategic objective. Even though it only serves a small number of markets now, the business may expand by going after new markets in other nations. This global diversity may lower risk and provide possibilities in regions where there is a market for high-end fragrances. By satisfying consumers' need for a more thorough grooming experience, extending the product line to include additional goods like body lotions and shower gels may aid in gaining market share in the personal care sector.

The last strategic objective is to increase customer happiness and loyalty, which is essential to retaining and expanding a clientele. Strong connections with consumers may be fostered by providing excellent customer service, which includes individualized shopping experiences and reward programs. To make sure the business meets the demands and expectations of its customers, listening to their input is just as crucial. By attending to these requirements and consistently enhancing its services, Sandalwood Symphony may build a devoted and contented clientele that will foster the expansion of the company.

BALANCED SCORE CARD

Perspective	Goal	Measure	Target	Initiative
Financial	Increase revenue by 10% year-over-year	Net revenue growth	10%	Launch a new fragrance line
Customer	Increase customer satisfaction by 5%	Customer satisfaction score	90%	Implement loyalty program
Internal processes	Reduce product development lead time by 10%	Product development lead time	6 months	Streamline product development process

Learning and growth	Increase employee engagement by 5%	Employee engagement score	85%	Launch employee training and development program
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HR STRATEGY:

Human resource strategy means how to invest money in the proper way to become useful in its business activities. HR is a special department in every job sector; its duty is to hire individuals for jobs in the company, appreciate the best job holders, and encourage employees to work for the company's better position by giving compensation for their work.

HR strategy has some rules, which are as follows

This HR needs data on the company the work atmosphere and how employees are working. HR needs some time to come into existence in the company. This will design the nature and way of human resources. This will help properly spread the company's resources. Annually, changes will be made to it. It will act according to the expert's review. Finally, it had some special qualities. HRM is the method that is helpful for HR strategy. In this, we can study where HR originated and how it came into existence in business strategies. The HR model creates business strategy in a deployment way, and it will try to arrange all the company's strategies in a certain way so the company can easily understand what it should achieve. Because of all the company's activities, HR has a great role in the company's growth. Sandal Wood Symphony's business strategy depends on the past and current situation. This company

can understand what it has done in the past and what it should do in the present by rectifying past mistakes. SWOT analysis is the best method to achieve this strategy (Vlahos, 2007).



SWOT analysis shows the company's capacity and how it can perform. The positives, negatives, and threats from outside are aligned properly to know everything. What do the positives of a company mean about the company's brand in the market and how it is performing in the market? By using the above diagram, the company can also identify its weaknesses and rectify them in the future. Its current strengths should be maintained in the future as well.

MARKETING STRATEGY

The marketing strategy of a company means attracting normal people and making them their permanent customers by valuing them and giving them the product, they expect from the company. The marketing strategy mainly includes the position of the company in the market and information about its target customers. The marketing strategy includes four main points: price, place, and promotion (Galbreath & Benjamin, 2010). The marketing strategy includes some key factors, including:

Business definition: noticing the goals of a company, which are small and large, and achieving them properly by following this strategy. Performing the research: by performing research in the market, the company can find its target people, know their desires about the product, and give them their preferred product. Creating customer groups: by creating groups of customers, they can easily find target customers and attract them by giving them their preferred product. Identifying competitors: knowing the competitors in the market and finding their business strategies. So, by doing so, we can easily monitor our product launches through their movement in the market. Creating uniqueness in the market: by having unique value in the market apart from our competitors, our target audience will reach us for our product because the value given by us to our customers will bring them to us. By achieving the above steps, the company can launch many initiatives in the market successfully.

MOTIVATION STRATEGY

A motivational strategy is the best way to increase the production of goods. Not only the production performance of workers and compensating them for their work; moral values in the workplace; giving more jobs; respecting the people; a flexible work environment; and creating faith among them. Motivational strategies will change according to the needs of workers.

The important steps for motivational strategy are as follows:

Designing the achievable goals: having a strong emotional feeling about the goal is a common factor, but if the project is large, you should break it into smaller ones, and then the work will be easier without any low feelings.

Compensating yourself: By compensating yourself, a person feels motivated, whether the reward is big or small, to achieve more. Watching success: by seeing success, a person feels motivated to keep himself in a better position and tries to work hard to withstand that place.

Keeping targets: by keeping target dates, a person feels motivated to achieve his goal within the schedule, and he will work to achieve progress toward his goal. Find inspiration: this is the best step to keep ourselves motivated because a person can be motivated by anything, for example, quotes or books, whatever it is. By keeping ourselves motivated, we keep ourselves near our targets.

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