

Context (why we need it)

Market research Competition research Focus groups Gaps in the market Market potential



Strengths Characteristics of a business which give it advantages over its competitors

Characteristics of a business which make it disadvantageous relative to competitors

Weaknesses

increase profitability

Opportunities

Elements in a company's external environment that allow it to formulate and implement strategies to

Threats

Elements in the external environment that could endanger the integrity and profitability of the business





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Discovery (finding it)

- Identifying potential
 - Searching the literature
 - Searching databases
 - Analyzing relationships
 - Culling candidates

