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Topics in Strategic Program Management

By

Bob Prieto

thoroughly. Kroc's goal in establishing the system of rules and procedures was to standardize McDonald's activities so that whatever franchise customer walked into they would always find get what they expect from a restaurant, the restaurant has developed superior customer responsiveness.

However, Kroc's attempt to control quality went well beyond written rules and procedures specifying task activities. He also developed McDonald's franchise system to help the company control its structure as it grew. Kroc believed that a manager who is also a franchise owner (and receives a large share of the profits) is more motivated to maintain higher efficiency and quality than a manager paid on a straight salary. Thus McDonald's reward and incentive system allowed it to keep control over its operating structure as it expanded. Moreover, McDonald's was very selective in selling its franchises; the franchisees had to be people with the skills and capabilities to manage the business, and franchise could be revoked if the holder did not maintain quality standards.

McDonald's managers frequently visited restaurants to monitor franchisees, and franchisees were allowed to operate their restaurant only according to McDonald's rules. For instance, they could not put in a television or otherwise modify the restaurant. McDonald's was also able to monitor and control the performance of its franchisees through output control. Each franchise provided McDonald's with information on how many meals were sold, on operating costs, and so forth. So using this mix of personal supervision and output control, managers at McDonald's corporate headquarters would quickly learn if sales in a franchise declined suddenly, and thus they could take corrective action.

Within each restaurant, franchise owners also paid particular attention to training their employees and instilling in them the norms and values of quality service. Having learned about McDonald's core cultural values at their training sessions, franchise owners were expected to transmit McDonald's concepts of efficiency, quality, and customer service to their employees. The development of shared norms, values, and an organizational culture also helped McDonald's standardize employee behavior so that customer would

GOOGLE INC.: BUY, SELL, OR HOLD?

Lee Cate Stern

John Deere had just taken steps to the water cooler. He was not going to figure out where he had been misled by continuing to show up his computer screen. The numbers had been shared and released, but the conclusion was not what he had expected. He worked at Ping Pong. He had not even given Google his. Google is a very large firm. "Using the" The numbers for various industries a number had found estimated a conclusion of that other group.

As a first-year student, he did not want to be the reader that gave their strategy to help of opening a window. In his mind, Google had been growing steadily since when John Larry Page and Sergey Brin had started in 1998. Forgetting about the fact that Google had been a reliable, modern, dominating product a unique and effective search engine. So why weren't these numbers dominating a major position in Google's stock price? "Of course," he thought. "The only answer is that they were showing a wider variety of what was taking a look at Google, would be concerned for government at any time in the past. And why are they not? It's not wrong at his calculation of estimated cash flow projections, hoping that the more would somehow understand better his eyes.

Live Case Instructions

Analysis Google's current situation—the state of the company today. What can you learn about Google's strategy? About Google's competitive position? About Google's progress for the future? How do these inform your assessment of its current stock price?

In the real world, all relevant case facts and information will not be handed to you. Analysis of that case requires the collection of data and information from public sources. In doing research, you will realize your skill in making sense out of a tremendous amount of information—or lack of it—and determining what is relevant data that might guide your strategic analysis. The ultimate test of your skill as a strategic analyst is whether you have the tools and judgment to make

This case was prepared by David Stern, Andrew Professor of Business Administration, Michael Lerner, Samuel L. Breyer Professor of Business Administration, and Robert C. O'Neil, professor of Business Administration. It was written as a part of the case development effort done to enhance education in business schools. All rights reserved. It is not to be published, reproduced, stored in a retrieval system, or transmitted in any form or by any means—electronic, mechanical, photocopying, recording, or otherwise—without the permission of the Darden School Foundation.

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Strategic Management of Population Programs

Michael H. Bernhart

Although descriptions of strategic planning and management may be reduced to a handful of prescriptions, the practice is often messy and frustrating—especially to managers accustomed to more precise disciplines such as medicine or evaluation. But the gains are widely accepted, making it incumbent on conscientious managers to embark on this often difficult and fractious process.

Policy Research Working Paper documents the findings of work in progress and encourage the exchange of ideas and views. The views expressed are those of the author(s) and do not necessarily reflect those of the World Bank. They should not be used for official purposes, for advertising, for promotional purposes, for creating new products, or for any other commercial purpose.

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