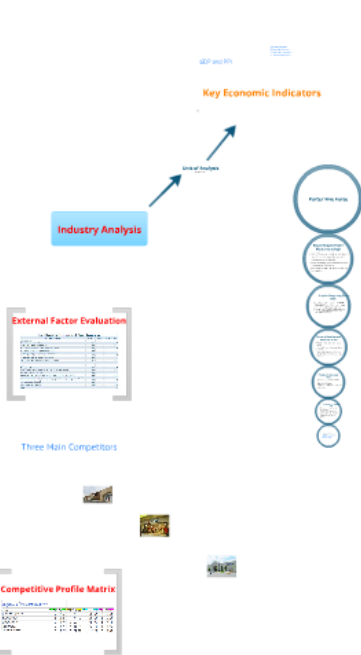




Presentation Prepared by Justin Norkalis, Adam Seltzer, Yaelle Truax, Garret Reuch & Ted Stapp



Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
GDP (Billion \$)	14.5	14.8	15.1	15.4	15.7	16.0	16.3	16.6	16.9	17.2	17.5
Inflation (%)	2.5	2.8	3.1	3.4	3.7	4.0	4.3	4.6	4.9	5.2	5.5
Interest Rate (%)	4.5	4.25	4.0	3.75	3.5	3.25	3.0	2.75	2.5	2.25	2.0

Company	1	2	3	4	5	6	7	8	9	10
Company A	High	High	High	High	High	High	High	High	High	High
Company B	High	High	High	High	High	High	High	High	High	High
Company C	High	High	High	High	High	High	High	High	High	High
Company D	High	High	High	High	High	High	High	High	High	High
Company E	High	High	High	High	High	High	High	High	High	High

Thecasesolution.com

Presentation Prepared by Justin Norkaitis, Adam Siebert, Vasilie Tivadar, Garret Reich & Jed Stazyn



Table of Contents

- Background, Mission Statement, Vision Statement
- Macroenvironmental
- Industry Analysis (Porter Five Forces)
- External Factor Evaluation
- Competitive Profile Matrix
- Internal Audit (Core Competence)
- Value Chain Analysis
- Ratio Analysis
- Internal Factor Evaluation
- SWOT Matrix to Form Strategies
- Strategy Selection
- Strategy Implementation

Core Competence
Low Pricing Strategy

Distinctive Competence
Sephora shops customer service

Company Name
Sephora Stores

Value Chain Analysis




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[Company History]



- Founded by James Cash Penney
- Opened the first J.C. Penney store in a partnership with Guy Johnson and Thomas Callahan
- Originally called The Golden Rule 
- The store opened in 1902 in Kemmerer, Wyoming
- James Cash Penney took full ownership in 1907
- All stores were given the JC Penney name in 1913
- In 1940, Sam Walton began working at a J. C. Penney in Des Moines, Iowa

Company Information

- Corporate headquarters are located in Plano, TX
- 1,106 stores in 49 states and Puerto Rico
- Products offered: Clothing, footwear, furniture, jewelry, beauty products, electronics, and housewares
- Became an internet retailer in 1998
- Most J.C. Penney stores are located in shopping malls
- CEO: Mike Ullman

Mission Statement

"Focused on making the customer experience better every day, J.C. Penney is dreaming up new ways to make customers love shopping again. On every visit, customers will discover great prices every day in a unique Shops environment that features exceptionally curated merchandise, a dynamic presentation and unmatched customer service."

Vision Statement

"JCPenney is executing a strategic Long Range Plan that consists of four integrated strategies aimed at building a deeper, more enduring relationship with our customers, increasing the engagement and retention of our Associates, and delivering industry leading financial performance to our shareholders."