Course Objectives
This is an advanced course in marketing strategy that focuses on competitive strategy analysis and formulation. Students are introduced to both the Art and the Science of “Strategic Thinking” in devising competitive strategies. This course aims to:

- Enhance student’s ability to think and to act strategically in marketing and in business.
- Introduce students to Principles of Strategy from Sun Zi’s “Art of War” to assist them in making business strategy decisions.
- Introduce students to fundamental Game Theoretic tools and models for analysing and understanding problems involving strategic interactions.
- Provide students with some advanced strategy concepts and theories to gain a deeper understanding of competitive strategy formulation.

Students are expected to apply both the Art and Science of strategy discussed in class to solve marketing and business problems, through case analyses, critiques, and presentations. There will be a case research project requirement, which requires students to identify and analyse an actual problem or case faced by a firm, and to make recommendations as to how the problem can be resolved, based on concepts taught in class.

Readings
Readings consist mainly of journal articles. In addition, students are encouraged to read the following to supplement the journal readings.

Key Reference Books
2. “Sun Zi’s Art of War” (Forthcoming) – Lee KS & SL Sim

Supplementary Book

Assessment Method
- Case – Presentation (Group) : 20%
- Critique of Case Presentation (Individual) : 10%
- Participation (Individual) : 10%
- Strategy Essay (Individual) : 30%
- Case Test (Individual) : 30%
- Total : 100%
## Course Outline

<table>
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<th>Week</th>
<th>Topic</th>
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| 1 | (i) **Introduction: Course Overview**<br>Assessments & Expectations, Project and Essay Requirements  
  (ii) **Thinking Strategically: Sun Zi’s Art of War & Game Theory**  
  - Intro in Dixit & Nalebuff, and Sect. 4.3 in Wee, Lee, & Hidajat.  
  - Chapters 1 and 2 in “Competing for Markets: Strategies for SMEs” by Lee, Lim, & Tan (2002).  
  - Lee K.S. and S.L. Sim (forthcoming), *Sun Zi’s Art of War – Translation and Illustrations*.  
  **Case Discussion: Chun King (USA)**  
 | 2 | **Competing Under Resource Constraints: Generic Strategies For SMEs**  
  - Chapters 3, 4, 5 & 6, in “Competing for Markets: Strategies for SMEs” by Lee, Lim, & Tan (2002).  
  **Case Discussion: Chun King (Continue from 1)**  
 | 3 | **Finalize group formation and case assignments**  
  - **Sun Zi’s Art of War and Competitive Strategy**  
  - Lee K.S. and S.L. Sim (forthcoming), *Sun Zi’s Art of War – Translation and Illustrations*.  
  **Case Discussions:**  
  - *Nintendo*  
  - *Caterpillar*  
 | 4 | (i) **Game Specification & Sun Zi’s Principle of Detailed Planning**  
  - Sect. 2 in Dixit & Nalebuff; Sect. 2 in Wee, Lee & Hidajat; and Part I (Chapters 1 & 2) in Rasmusen.  
  (ii) **Understanding Competitors & Equilibrium Concepts**  
  - Part I (Chapters 3 & 4) in Rasmusen.  |
5. **Individual Strategy Essay approval and confirmation**

**Market Preemption Strategy**

*Case Discussion: De Beers International*

6. **Strategic Bargaining & Bargaining Power**
- Sect. 9 in Dixit & Nalebuff, lecture; and Part III (Chapter 10) in Rasmusen.
- Chapter 7 in “Competing for Markets: Strategies for SMEs” by Lee, Lim, & Tan (2002).

*Case Discussion: Computer Supplies Pte. Ltd. (Singapore)*

7. **Strategic Alliances: The Prisoners’ Dilemma**
- Sect. 4 in Dixit & Nalebuff, and Part I (Sect. 1.2) in Rasmusen.
- Chapter 8 in “Competing for Markets: Strategies for SMEs” by Lee, Lim, & Tan (2002).

*Case Discussion: Industrial Supplies Corporation (Malaysia)*

8. **Transaction Cost Economics & Channel Strategy**
- Chapter 7 in “Competing for Markets: Strategies for SMEs” by Lee, Lim, & Tan (2002).

*Case Discussion: San Fabian (Philippines)*

9. **Submission of Strategy Essay (Individual)**

**Competitive Strategy Frameworks**

*Case Discussion: Afton Industries (USA)*

10. **Case Discussion, Presentation & Critique: Cases 1 & 2**
11. Case Discussion, Presentation & Critique: Cases 3 & 4

12. Case Discussion, Presentation & Critique: Cases 5 & 6

13. Case Discussion, Presentation & Critique: Cases 7 & 8

14. Case Test (Individual)