

MMBA222AET

انڈسٹری انالائیسس

(Industry Analysis)

ماسٹر آف بزنس ایڈمنسٹریشن-ایم بی اے
(دوسرا سمسٹر)

مرکز برائے فاصلاتی اور آن لائن تعلیم

مولانا آزاد نیشنل اردو یونیورسٹی

حیدرآباد-32، تلنگانہ-انڈیا

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Message

Maulana Azad National Urdu University (MANUU) was established in 1998 through an Act of Parliament. It is a Central University accredited with an A+ grade by the National Assessment and Accreditation Council (NAAC).

The University was founded with the following objectives:

1. Promotion of the Urdu language,
2. Making professional and technical education accessible through Urdu,
3. Providing education through both conventional and distance modes, and
4. Giving special emphasis to women's education.

These goals make MANUU unique among central universities, giving it a distinct identity and mission. The National Education Policy (NEP) 2020 also emphasizes education in mother tongues and regional languages — a vision that perfectly aligns with MANUU's founding purpose.

The University's commitment to promoting knowledge through Urdu aims to make modern disciplines and contemporary learning accessible to Urdu-speaking students. For many years, a major challenge was the lack of academic materials in Urdu. Today, MANUU holds a collection of over 350 Urdu textbooks, and this number continues to grow with each semester.

In line with the vision of NEP 2020, the University takes pride in being part of the national mission to provide educational resources in mother and home languages. This initiative ensures that Urdu-speaking learners are not deprived of access to emerging fields of knowledge. The availability of study materials in Urdu has generated a renewed enthusiasm for learning and will contribute significantly to the intellectual growth of the Urdu-speaking community.

To facilitate the teaching-learning process for distance and online learners, MANUU's Centre for Distance and Online Education (CDOE) develops high-quality Self-Learning Materials (SLMs) in Urdu and related disciplines. The University provides these SLMs free of cost to its registered students, and they are also available at a nominal price for those interested in studying Management and Business Administration through Urdu. Additionally, e-SLMs in Urdu, Hindi, English, and Arabic are available for free download on the University's website.

It gives me immense satisfaction that, with the dedicated efforts of the faculty and authors, the publication of MBA (Distance and Online Learning) course books has begun on a large scale. I am confident that these efforts will fulfil the University's mission, serve the educational and professional needs of Urdu learners, and strengthen MANUU's meaningful presence in the national academic landscape.

With best wishes!

Prof. Syed Ainul Hasan
Vice Chancellor, MANUU

Message

In the present era, distance education has emerged as a highly effective and beneficial mode of learning across the world, enabling a vast number of people to pursue higher education. Keeping in view the educational needs of Urdu-speaking communities, Maulana Azad National Urdu University (MANUU) introduced the distance education system right from its inception. The University began its work in 1998 with the Directorate of Distance Education, and from 2004 onwards, regular programmes were launched, followed by the establishment of various departments.

The University Grants Commission (UGC) has played a vital role in strengthening the educational framework in the country. All the programmes offered under the Open and Distance Learning (ODL) mode at the Centre for Distance and Online Education (CDOE) are approved by the UGC–Distance Education Bureau (UGC-DEB). The UGC-DEB emphasizes aligning the curricula of distance and conventional education to maintain parity in academic standards. Being a dual-mode university that offers both distance and conventional education, MANUU introduced the Choice Based Credit System (CBCS) to meet these guidelines. The Self-Learning Materials (SLMs) are being redesigned — comprising six blocks with 24 units for undergraduate programmes and four blocks with 16 units for postgraduate programmes.

The CDOE currently offers 19 programmes, including Undergraduate (UG), Postgraduate (PG), B.Ed., Diploma, and Certificate courses, along with newly introduced skill-based programmes. From July 2025, the Centre launched four-year UG programmes aligned with the National Education Policy (NEP) 2020, covering B.A., B.Sc., and B.Com. (Honours) courses designed according to the National Curriculum Framework (NCF). Additionally, the MBA programme in ODL mode was introduced in 2025–2026.

For academic and administrative support, MANUU has established a wide network of nine Regional Centres (Bengaluru, Bhopal, Darbhanga, Delhi, Kolkata, Mumbai, Patna, Ranchi, and Srinagar), six Sub-Regional Centres (Hyderabad, Lucknow, Jammu, Nuh, Varanasi, and Amravati), and an Extension Centre at Vijayawada. Over 160 Learner Support Centres (LSCs) and 20 Programme Centres function under these centres.

CDOE extensively uses ICT tools and conducts admissions exclusively online. Soft copies of SLMs are available on the CDOE website, along with links to audio and video lectures related to MBA (Distance and Online Learning) courses. Students are also supported through email and WhatsApp groups for timely updates regarding course registration, assignments, counselling, and examinations. In addition to regular counselling, remedial online sessions are organized for students who seek further academic guidance.

The MBA (Distance and Online Learning) Programme aims to make management education through Urdu more accessible, inclusive, and professionally relevant, providing learners from diverse backgrounds with high-quality academic content and practical skills for success in their professional careers.

Prof. Mohd Razaullah Khan
Director, CDOE, MANUU

Introduction to the Course

In the Master of Business Administration (MBA) curriculum, Ability Enhancement Courses (AECs) are designed to develop learners' analytical, strategic, and decision-making capabilities by connecting management concepts with real-world business environments. The course Industry Analysis, offered as an Ability Enhancement Course in the second semester, aims to equip students with a structured understanding of how industries function, compete, and evolve over time.

This course moves beyond the study of individual firms to examine the broader industry context in which organisations operate. It familiarises learners with industry and sector classifications, competitive structures, market dynamics, regulatory frameworks, and macro-environmental forces. Through established analytical tools such as PESTEL analysis, Porter's Five Forces model, Value Chain Analysis, SWOT analysis, and industry life-cycle frameworks, students develop the ability to systematically evaluate industry attractiveness and performance.

A key pedagogical component of the course is the mini project, which requires students to analyse a selected industry using authentic secondary data drawn from industry reports, regulatory publications, financial disclosures, and credible market sources. This exercise strengthens students' skills in data collection, comparative analysis, interpretation through tables and charts, and professional report writing, while fostering evidence-based reasoning.

By the end of the course, learners will be capable of assessing competitive forces, understanding regulatory and environmental influences, evaluating recent industry developments, and forecasting short-term industry trends. The course thus enables students to view business decisions from an industry-wide perspective and prepares future managers to make informed strategic choices in complex and dynamic market environments.

Prof. Mohd. Razaullah Khan
Course Coordinator

Course Code	Course Title			Semester
MMBA222AET	INDUSTRY ANALYSIS صنعتی تجزیہ			II
Scheme of Instruction			Scheme of Examination	
Mode	:	ODL	Maximum Marks	: 50
Credits	:	2	Assignments/Internal Evaluation/Project	: 50
No. of Assignments	:	1 Mini project	End Semester	: -
Source	:	SLM	Exam Duration	: -
Additional Source	:	Blended	Ability Enhancement Course (AEC)	
Course Outcomes:				
On successful completion of the course the learner will be able to:				
CO#	Cognitive Abilities	Course Outcomes		
CO1	REMEMBERING	Describe the key characteristics of the players in an industry.		
CO2	UNDERSTANDING	Summarize the management ethos and philosophy of the players in the industry.		
CO3	APPLYING	Demonstrate an understanding of the regulatory forces acting on the industry		
CO4	ANALYSING	Compare and contrast, using tables and charts, the market and financial performance of the players in an industry.		
CO5	EVALUATING	Assess the impact of recent developments on the industry and its key players.		
CO6	CREATING	Predict the future trajectory of the evolution of the industry in the immediate future (1 to 3 years).		
BLOCKS	Course Content			
BLOCK I	Unit 1: Introduction: Industry Analysis, its history and its context- Importance of Industry Analysis- Approaches to Industry Analysis. Unit 2: Overview of Industries: An Overview of various Industry and Sector Classifications, common Classifications. Unit 3: Industrial Performances, Nature of Competition.			
BLOCK II	Unit 4: Macro Environmental Analysis: Introduction to some Techniques- STEP analysis-The PESTEL framework-BCG Industry Matrix. Unit 5: Industry Environment and Life Cycle: The Firm and its Environment - Porter's Five Forces Model. Unit 6: Value Chain Analysis-SWOT Analysis- Industry Life Cycle			

INDUSTRY ANALYSIS

This subject of Industry Analysis aims to equip students with the knowledge and analytical skills required to understand the structure, dynamics, and competitiveness of various industries. It focuses on providing a practical and research-oriented approach to examining how industries evolve, perform, and respond to macro and micro environmental factors.

As part of this course, every student is expected to undertake a mini project entitled "A Mini Project on Industry Analysis – A Case of the XYZ Industry", which is to be prepared in English.

The mini project should comprehensively cover aspects such as industry history, classification, market trends, performance indicators, nature of competition, environmental factors (PESTEL, STEP), industry life cycle, and strategic analysis models including Porter's Five Forces, SWOT, and Value Chain analysis.

The report must be submitted in the prescribed format for evaluation along with other academic assignments in the second semester of MBA. Evaluation will be based on the quality of research, depth of analysis, relevance of data, and the clarity of presentation.

صنعتی تجزیہ کا یہ مضمون طلباء کو مختلف industries کے ڈھانچے، حرکیات (dynamics)، اور competition ماحول کو سمجھنے کے لیے ضروری علم اور تجزیاتی صلاحیتیں فراہم کرنے میں معاون ہوگا۔ یہ مضمون ایک عملی اور تحقیقی نقطہ نظر فراہم کرتا ہے تاکہ یہ جانا جاسکے کہ صنعتیں کیسے ترقی کرتی ہیں، کارکردگی کا مظاہرہ کرتی ہیں، اور مختلف خارجی و داخلی ماحولیاتی عوامل کا سامنا کس طرح کرتی ہیں۔

اس کورس کے تحت ہر طالب علم سے توقع کی جاتی ہے کہ وہ ایک مینی پراجیکٹ تیار کرے جو کہ انگریزی زبان میں ہو اور جس کا

عنوان ہوگا: "A Mini Project on Industry Analysis – A Case of XYZ Industry"۔

یہ رپورٹ منتخب کردہ industry کے مختلف پہلوؤں کا احاطہ کرے گی جیسے industry کی تاریخ، درجہ بندی، مارکیٹ کے رجحانات، کارکردگی کے اشاریے، competition کی نوعیت، ماحولیاتی عوامل (جیسے PESTEL اور STEP industry life cycle analysis اور اسٹریٹجک تجزیاتی ماڈلز Porter's Five Forces، SWOT اور Value Chain Analysis وغیرہ۔

یہ رپورٹ متعین فارمیٹ میں MBA کے دوسرے سمسٹر کے دیگر اسائنمنٹس کے ساتھ جمع کرانا لازمی ہوگا۔ اس پراجیکٹ کی جانچ تحقیق کے معیار، تجزیہ کی گہرائی، معلومات کی مطابقت، اور پیشکش کی وضاحت کی بنیاد پر کی جائے گی۔

اہم ہدایات:

اس رپورٹ کی نوعیت ایک انٹرنل اسمنٹ کی ہے جس میں ہر طالب علم کو ایک انڈسٹری کا انتخاب کر کے اس کے مختلف پہلوؤں کا جائزہ لینا ہے اور تجزیہ کی بنیاد پر ایک مینی پراجیکٹ پرورٹ تیار کرنا ہوگا۔ اس کے لئے جملہ 50 نمبرات ہوں گے۔

مینی پراجیکٹ پرورٹ کا ایک نمونہ اس کتابچے کے آخر میں دیا گیا ہے جس سے آپ کو رہنمائی ملے گی۔ آپ کی رپورٹ کم از کم 30 صفحات پر مشتمل ہو اور مجوزہ ہدایات کے مطابق تیار کردہ ہو۔

Unit 1-Introduction

تعارف

This unit is the foundation for conducting an industry-level study by introducing the concept, historical background, and relevance of industry analysis in today's business environment. It will help students understand why industries are analysed, how they evolve over time, and what frameworks or approaches are available for systematic study.

Through this unit, students will learn the purpose and importance of analysing industries, explore the evolution of industry analysis, and get familiar with the various methods used to conduct such studies. This unit serves as the starting point for the mini project by enabling students to develop a clear, structured approach to analysing the selected industry.

یہ اکائی صنعت (industry) کا تجزیہ کرنے کے لیے بنیادی نظریہ فراہم کرتی ہے۔ اس مضمون میں صنعت کو انڈسٹری اینالیسیس کے تصور، تاریخی پس منظر، اور اس کی اہمیت کو موجودہ کاروباری ماحول کے تناظر میں دیکھنا چاہئے۔ اس اکائی کا مقصد طلباء کو یہ جانکاری فراہم کرتا ہے کہ صنعتوں کا تجزیہ کیوں کیا جاتا ہے، یہ وقت کے ساتھ کیسے ترقی کرتی ہیں، اور ان کے مطالعہ کے لیے کون سے منظم طریقہ کار اور فریم ورکس (frameworks) دستیاب ہیں۔

اس اکائی کے ذریعہ طلبہ یہ سیکھیں گے کہ انڈسٹری اینالیسیس کاروباری منصوبہ بندی، پالیسی سازی، سرمایہ کاری اور competition کی حکمت عملی کے لیے کس قدر اہم ہے۔ طلبہ مختلف تجزیاتی طریقوں سے بھی واقف ہوں گے، جو انہیں منتخب کردہ صنعت کا باقاعدہ مطالعہ کرنے میں مدد دیں گے۔ یہ اکائی اس مٹی پراجیکٹ کا پہلا قدم ہے، جو تجزیاتی عمل کی سمت متعین کرتا ہے۔

1. Industry analysis - Its history and context: Industry Analysis is a structured approach to studying the dynamics, structure, and performance of a specific industry. It enables a deeper understanding of market trends, competitive forces, and the factors influencing business decisions. The industrial revolution gave birth to many fields, one among which is 'Industrial analysis'. It is a part of strategic management of various organisations.

In the Indian context, its significance grew particularly after the 1991 economic liberalization, privatisation and globalisation (LPG), with the opening up of markets, entry of global players, and the need for competitive advantage across sectors such as telecom, banking, manufacturing, and IT. Today, industry analysis supports business planning, investment decisions, policymaking, and career alignment in specific sectors. While working on this topic in the mini project, students are expected to:

- Define industry analysis and explain its historical development.
- Discuss the Indian context.

- Explain its relevance for businesses, investors, and policymakers.
- Use an example from any known Indian industry (e.g., IT, Pharma, FMCG) to support their explanation.
- Present the content in a structured format using clear headings and references.

This has to be done in the prescribed format given at the end of unit 6.

2. **Importance of industry analysis:** After understanding the basic concept and historical context, the next step is to explore the importance of industry analysis in the business environment. This step helps the student recognize why analysing an industry is essential for strategic planning, investment decisions, and long-term sustainability. Industry analysis allows businesses to understand the environment in which they operate, including external factors such as market trends, competition, consumer preferences, regulatory policies, and technological advancements. This analysis helps in understanding the interplay of many internal and external factors affecting the industry. Students working on this section of the mini project should explain how industry analysis supports:

- a. Strategic decision-making by identifying industry opportunities and threats
- b. Risk management through early identification of disruptive forces
- c. Competitive benchmarking by comparing key players and market shares
- d. Investment decisions based on industry growth and profitability potential

Students may also highlight how industry analysis is crucial not only for businesses but also for policymakers, investors, and entrepreneurs. To make the content more insightful, students are encouraged to use a real-world example from the Indian context—such as the Indian IT industry, renewable energy sector, or pharmaceutical industry—to demonstrate how industry insights guide business strategy and policy formulation.

This step of the mini project on Industry Analysis should present a clear, concise explanation using well-organized paragraphs and relevant examples to reflect the practical aspects of the industry selected for the analysis.

3. **Approaches to industry analysis:** In this step, students are introduced to the different approaches that can be used to conduct an industry analysis. Selecting the right approach helps in gathering relevant insights and presenting a focused study of the selected industry. Some key approaches include:

- a. **Descriptive Approach:** Provides a broad overview of the industry, including structure, players, trends, and recent developments.

- b. Comparative Approach: Compares the selected industry with others, or compares major companies within the industry based on performance or strategy.
- c. Quantitative Approach: Focuses on data such as market size, growth rate, production volume, or financial statistics, supported by charts and tables.
- d. Qualitative Approach: Examines non-numerical factors like consumer behaviour, policy impact, or technological influence on the industry.
- e. Strategic Framework Approach: Uses models like SWOT, PESTEL, or Porter's Five Forces to assess competitiveness and future outlook.

Students should briefly explain each approach and apply any one or more approach(es) in their mini project, based on the nature of the industry and data availability.

The present unit has helped students with a foundational understanding of industry analysis, its historical development, significance, and various approaches. This unit has prepared students to recognize why industries must be studied in a structured way and how such analysis supports better business decisions, policy planning, and investment choices.

By learning about the relevance and applications of industry analysis, students are equipped to approach their mini project with clarity and direction. The knowledge gained in this unit will guide them in selecting the right tools and frameworks in the subsequent stages of the project.

موجودہ اکائی نے طلباء کو انڈسٹری اینالیسیس کے بنیادی تصور، اس کی تاریخی ترقی، اہمیت، اور مختلف تجزیاتی طریقوں سے روشناس کرایا۔ اس unit کے ذریعے students یہ سمجھنے کے قابل ہوئے کہ صنعتوں کا باقاعدہ مطالعہ کیوں ضروری ہے اور یہ کس طرح کاروباری فیصلوں، پالیسی سازی، اور سرمایہ کاری کے انتخاب کو مؤثر بناتا ہے۔

اب طلباء اپنے منی پراجیکٹ کا آغاز واضح فہم اور درست سمت کے ساتھ کریں گے۔ امید ہے کہ اس اکائی میں حاصل کردہ علم اگلے مراحل میں موزوں فریم ورک اور تجزیاتی طریقہ منتخب کرنے میں طلباء کی رہنمائی کرے گا۔

Unit 2-Overview of Industries

This unit give an overview of the classification of industries and sectors, which is essential for organizing and understanding the diverse components of an economy. Industries are typically grouped based on the nature of their activities, products, or services, and classified into broad sectors such as primary, secondary, tertiary, and further sub-categories.

Understanding these classifications helps students identify where the selected industry fits within the broader economic framework and allows for meaningful comparison with other sectors. This unit also explores commonly used classification systems—both in India and globally—used by governments, financial institutions, and market researchers.

By the end of this unit, students will be able to accurately categorize their chosen industry and analyse it in relation to other sectors and industry groupings.

یہ اکائی طلباء کو صنعتوں اور شعبوں کی درجہ بندی سے متعارف کراتی ہے، جو معیشت کے مختلف حصوں کو منظم انداز میں سمجھنے کے لیے نہایت ضروری ہے۔ صنعتوں کو عموماً ان کی سرگرمیوں، مصنوعات، یا خدمات کی نوعیت کے لحاظ سے مختلف بنیادی (Primary)، ثانوی (Secondary)، اور ثالثی (Tertiary) شعبوں میں تقسیم کیا جاتا ہے۔

درجہ بندی کو سمجھنے سے طلباء کو یہ جاننے میں مدد ملتی ہے کہ ان کی منتخب کردہ صنعت وسیع تر معاشی نظام میں کہاں فٹ ہوتی ہے، اور دیگر صنعتوں یا شعبوں کے ساتھ اس کا موازنہ کس طرح کیا جاسکتا ہے۔ اس اکائی میں عام طور پر استعمال ہونے والے قومی و بین الاقوامی نظام بھی شامل کیے جائیں گے، جنہیں حکومتیں، مالیاتی ادارے، اور مارکیٹ ریسرچ کمپنیاں اپناتی ہیں۔ اس اکائی کے اختتام پر طلباء اپنی منتخب کردہ صنعت کو درست شعبہ میں درجہ بند کرنے اور اس کا تجزیہ دوسرے صنعتی طبقات کے تناظر میں کرنے کے قابل ہوں گے۔

1. **An overview of various industries:** At this stage of the project, students are expected to develop a basic understanding of the wide variety of industries that form the backbone of the economy. Industries are broadly classified based on the nature of their operations, the type of goods or services they offer, and their role in the value chain. The three major categories of industries include:

- Primary Industries: Involved in the extraction of natural resources (e.g., agriculture, mining, fishing).
- Secondary Industries: Focused on manufacturing and construction (e.g., textile industry, automobile manufacturing, cement etc).
- Tertiary Industries: Provide services rather than goods (e.g., banking, IT, healthcare, education etc).

Additionally, in the modern economy, quaternary industries (knowledge-based sectors like research and development, consultancy, and information services) and quinary industries (high-level decision-making and executive roles in organizations) are also gaining acceptance.

At this stage, students should identify and briefly describe the type of industry they have selected for the mini project. They should explain how it fits into one of the above categories and provide a general overview of its scope, economic role, and relevance in the Indian or global context.

This foundational step will help frame the upcoming analysis and ensure that the selected industry is well-understood in terms of its position within the broader industrial landscape.

2. Sector classification and common classification systems: Once students understand the broad types of industries, the next step is to explore how these industries are grouped into sectors using commonly accepted classification systems. Sector classifications help organize industries for purposes like economic planning, policy formulation, investment analysis, and academic research. Industries are generally divided into the following major sectors:

- a. Public Sector: Owned and operated by the government (e.g., Indian Railways, SAIL, ONGC).
- b. Private Sector: Owned by individuals or corporations (e.g., Tata Group, Infosys).
- c. Joint Sector: Operated jointly by the government and private players. (e.g.,
- d. Co-operative Sector: Owned and managed by a group of individuals with shared interests (e.g., Amul Dairy).

Apart from ownership-based sectors, industries are also classified using standard coding systems such as:

- e. NIC (National Industrial Classification) – used in India for economic surveys and census reporting.
- f. ISIC (International Standard Industrial Classification) – developed by the United Nations.
- g. NAICS (North American Industry Classification System) – used in the U.S., Canada, and Mexico.
- h. GICS (Global Industry Classification Standard) – used in global finance and investment research

Students should identify which sector their selected industry belongs to and mention any relevant classification codes or categories used to define it. They are encouraged to refer to

sources such as the Ministry of Statistics and Programme Implementation (MoSPI) or financial research platforms to support their analysis.

Understanding sector classifications helps students contextualize their industry within national and international frameworks and ensures consistency in research and reporting.

Unit 2 provided students with a structured understanding of the types of industries and sector classifications. By exploring how industries are categorized based on their functions, ownership, and coding systems, students are now equipped to correctly position their selected industry within the broader economic framework.

This unit also introduced students to national and international classification systems such as NIC, ISIC, and GICS, which are essential for standardized reporting and comparative research. With this foundation, students can now approach their project with greater clarity, ensuring that their analysis is aligned with recognized frameworks and industry standards.

اس اکائی نے طلباء کو صنعتوں اور شعبہ جات کی درجہ بندی کے بارے میں منظم معلومات فہم فراہم کی۔ اس اکائی کے ذریعہ طلباء نے سیکھا کہ صنعتوں کی درجہ بندی ان کی سرگرمیوں، ملکیت، اور کوڈنگ نظام کے لحاظ سے کس طرح کی جاتی ہے۔ اور اب وہ اپنی منتخب کردہ صنعت کو وسیع تر معاشی تناظر میں درست طور پر رکھ سکیں گے۔

طلباء کو قومی اور بین الاقوامی درجہ بندی کے نظام جیسے کہ NIC، ISIC، اور GICS سے بھی متعارف کرایا گیا، جو معیاری رپورٹنگ اور موازنہ پر مبنی تحقیق کے لیے نہایت اہم ہیں۔ اس بنیاد کے ساتھ، students اب اپنے پراجیکٹ کو زیادہ وضاحت اور درستگی کے ساتھ آگے بڑھا سکیں گے، اور اپنا analysis تسلیم شدہ industry معیارات کے مطابق پیش کر سکیں گے۔

Unit 3-Industrial Performances, Nature of Competition

This unit focuses on analysing the performance of industries and understanding the nature of competition within them. Industrial performance reflects how well an industry is functioning in terms of output, growth, employment, and contribution to GDP. It also indicates how external factors like market demand, innovation, and government policy affect an industry's development.

In addition, this unit explores the competitive landscape by identifying market structure, key players, barriers to entry, and competitive strategies used by firms within the industry. Understanding competition is crucial for assessing the industry's stability, profitability, and long-term prospects.

By studying this unit, students will gain insights into how to measure industrial performance and how competition shapes industry dynamics, both of which are critical components of industry analysis.

یہ اکائی صنعتوں کی کارکردگی کا تجزیہ کرنے اور ان کے اندر مسابقت کی نوعیت کو سمجھنے پر توجہ مرکوز کرتی ہے۔ صنعتی کارکردگی اس بات کی عکاسی کرتی ہے کہ ایک صنعت پیداوار، ترقی، روزگار، اور جی ڈی پی میں شراکت کے لحاظ سے کتنی اچھی طرح سے کام کر رہی ہے۔ یہ اس بات کی بھی نشاندہی کرتا ہے کہ کس طرح بیرونی عوامل جیسے مارکیٹ کی طلب، اختراع، اور حکومتی پالیسی صنعت کی ترقی کو متاثر کرتی ہے۔ اس کے علاوہ، یہ یونٹ مارکیٹ کے ڈھانچے، کلیدی کھلاڑیوں، داخلے کی راہ میں حائل رکاوٹوں، اور صنعت کے اندر فرموں کے ذریعے استعمال کی جانے والی مسابقتی حکمت عملیوں کی نشاندہی کر کے مسابقتی منظر نامے کو تلاش کرتا ہے۔ صنعت کے استحکام، منافع اور طویل مدتی امکانات کا اندازہ لگانے کے لیے مسابقت کو سمجھنا بہت ضروری ہے۔ اس یونٹ کا مطالعہ کرنے سے، طلباء صنعتی کارکردگی کی پیمائش کے بارے میں بصیرت حاصل کریں گے اور کس طرح مقابلہ صنعت کی حرکیات کو تشکیل دیتا ہے، یہ دونوں صنعتی تجزیہ کے اہم اجزاء ہیں۔

1. **Industrial performances:** In this step, students are expected to analyse the overall performance of the selected industry over the past few years. Industrial performance refers to how efficiently and effectively an industry contributes to the economy through key indicators such as output, growth rate, employment generation, exports, and contribution to GDP.

Students should begin by collecting data on the industry's:

- Annual production or service output
- Revenue growth over recent years
- Market share (if applicable)
- Employment statistics

- e. Export performance (for export-oriented industries)
- f. Contribution to national or state GDP

This data helps in understanding whether the industry is expanding, stable, or declining. Performance trends can also reveal the effects of policy changes, market demand, global competition, or technological advancements.

Wherever possible, students should include tables or charts to visually present trends and highlight key changes. For example, in the case of the Indian textile industry, data on annual production, export figures, and employment numbers over the last five years would offer a clear picture of performance.

This section forms the quantitative backbone of the project and lays the foundation for evaluating competition and strategic direction in the upcoming steps.

2. Nature of competition: After evaluating the performance of the selected industry, the next step is to understand the nature of competition within it. Competition plays a vital role in shaping an industry's pricing strategies, innovation levels, customer service, and overall market dynamics. Students are expected to study:

- a. The market structure of the industry (e.g., monopoly, oligopoly, monopolistic competition, or perfect competition)
- b. The number and size of key players (Is the market dominated by a few large companies or is it fragmented?)
- c. Market share distribution among top competitors
- d. Pricing behaviour and presence of price wars or premium pricing
- e. Product differentiation strategies used by companies
- f. Barriers to entry for new firms (e.g., high capital requirements, regulation, brand loyalty)

Students should also explore whether the industry is highly competitive, moderately concentrated, or controlled by a few dominant firms. For example, the Indian telecom industry is known for its price wars and consolidation, while the Indian cement industry has a few dominant players across the country with specific interests.

Using industry reports, company data, and business news sources, students should provide a clear picture of how firms compete and how this affects the overall health of the industry. A brief comparative table of major competitors and their strategies can be included for better clarity.

Understanding the nature of competition helps in assessing the profit potential and long-term sustainability of the industry, making it a critical part of the analysis.

Unit 3 has enabled students to evaluate both the quantitative performance and the competitive environment of the selected industry. By analysing indicators such as production, growth, employment, and contribution to GDP, students gained insights into how the industry is functioning and evolving. Additionally, understanding the nature of competition provided clarity on market structure, key players, pricing behaviour, and entry barriers.

Together, these elements allow students to form a realistic view of the industry's strengths, challenges, and strategic dynamics, helping them move forward in the project with a deeper understanding of the industry landscape.

موجودہ اکائی کے مطالعہ کے ذریعہ طلباء نے منتخب کردہ صنعت کی کارکردگی اور اس میں موجود مسابقتی ماحول کا تجزیہ کیا۔ پیداوار، ترقی، روزگار، اور GDP میں حصہ جیسے اشاریوں کا جائزہ لے کر طلباء نے یہ دیکھا کہ صنعت کس طرح کام کر رہی ہے اور وقت کے ساتھ کیسے ترقی کر رہی ہے۔ اسی طرح مسابقت کی نوعیت کو سمجھنے سے مارکیٹ کے ڈھانچے، اہم players، قیمتوں کی پالیسی، اور نئی کمپنیوں کے داخلے کی رکاوٹوں کو سمجھنے میں مدد ملی۔

یہ دونوں پہلو طلباء کو صنعت کی طاقتوں، چیلنجز، اور اسٹریٹجک حرکیات کا حقیقت پسندانہ جائزہ لینے میں مدد دیتے ہیں، جو پراجیکٹ کے اگلے مراحل کے لیے ایک مضبوط بنیاد فراہم کرتے ہیں۔

Unit 4-Macro Environmental Analysis

بیونی ماحول تجزیہ

This unit introduces students to the macro-environmental factors that influence the performance and direction of industries. Unlike internal factors, macro-environmental elements are external forces over which an industry or company has little or no control—such as political stability, economic conditions, technological advancements, and societal trends.

To systematically study these factors, students may use well-established analytical tools including the STEP analysis, PESTEL framework, and the BCG Industry Matrix. These tools help in identifying opportunities and threats present in the external environment and support strategic decision-making.

By the end of this unit, students will be able to apply these techniques to their selected industry and develop a broader perspective on how external conditions impact industry dynamics and competitiveness.

یہ اکائی طلباء کو ان بیرونی ماحولیاتی عوامل سے متعارف کراتی ہے جو صنعتوں کی کارکردگی اور سمت پر اثر انداز ہوتے ہیں۔ یہ عوامل کسی کمپنی یا صنعت کے دائرہ اختیار سے باہر ہوتے ہیں، جیسے کہ سیاسی استحکام، معاشی حالات، تکنیکی ترقی، اور سماجی رجحانات۔

ان عوامل کا منظم انداز میں تجزیہ کرنے کے لیے طلباء کو معروف تجزیاتی طریقہ کار کا استعمال کرنا ہوگا، جیسے کہ STEP تجزیہ، PESTEL فریم ورک، اور BCG انڈسٹری میٹرکس۔ یہ طریقے صنعت کے خارجی ماحول میں موجود مواقع اور خطرات کی نشاندہی کرنے میں مدد کرتے ہیں اور اسٹریٹجک فیصلوں کے لیے رہنمائی فراہم کرتے ہیں۔

اس اکائی کے اختتام پر طلباء اپنے منتخب کردہ شعبہ پر ان تکنیکیوں کا اطلاق کرنے کے قابل ہوں گے، اور صنعت کی مسابقت اور ترقی پر اثر انداز ہونے والے وسیع تر عوامل کو بہتر طریقہ سے سمجھ سکیں گے۔

Introduction to some techniques: Before conducting a detailed analysis of the macro environment, it is important for students to become familiar with the analytical techniques commonly used to evaluate external factors affecting an industry. These techniques help simplify complex environmental influences into structured formats that support strategic thinking and planning. In this step, students will be introduced to the following key tools:

1. **STEP analysis:** The STEP Analysis is a strategic tool used to examine the external macro-environmental factors that impact an industry. This is also called PEST analysis. It focuses on four key dimensions: Social, Technological, Economic, and Political. These factors help explain broader trends that influence how industries function, evolve, and compete.

Students are expected to apply the STEP framework to their selected industry by examining the following:

- a. **Social Factors:** Include demographics, lifestyle changes, education levels, cultural trends, and consumer behaviour. For example, increasing health awareness has impacted the growth of India's organic food and wellness industry.
- b. **Technological Factors:** Refer to innovations, automation, research and development, and technology adoption. For instance, the introduction of 5G technology has transformed the Indian telecom sector.
- c. **Economic Factors:** Cover inflation, interest rates, GDP growth, disposable income, and employment levels. These influence demand, cost structures, and overall industry profitability.
- d. **Political Factors:** Include government stability, industrial policies, taxation, and trade regulations. For example, government incentives for electric vehicles have boosted growth in the EV industry.

Students should briefly analyse each factor with reference to their chosen industry, using current data or recent developments wherever possible.

STEP analysis helps students understand how external, uncontrollable forces shape the environment in which an industry operates and prepares them to identify relevant opportunities and threats.

2. The PESTEL framework: The PESTEL framework is an extended version of STEP analysis that includes two additional dimensions—Environmental and Legal factors—making it a more comprehensive tool for analysing the macro-environmental influences on an industry. It helps identify external forces that create opportunities and threats, shaping the industry's strategic direction. Students should apply the PESTEL framework to their selected industry by analysing the following six components:

- a. **Political–Government stability, industrial policies, taxation, trade agreements, FDI rules.**
Example: Make in India policies influencing the manufacturing sector.
- b. **Economic–Interest rates, inflation, GDP growth, unemployment, currency exchange rates.**
Example: Rising fuel prices affecting the logistics and transport industry.
- c. **Social–Demographic trends, education levels, cultural values, consumer attitudes.**
Example: Growing fitness culture impacting the health and nutrition industry.

- d. Technological–Innovation, R&D investment, tech adoption, automation.
Example: AI and automation reshaping the Indian IT services sector.
- e. Environmental–Climate change, pollution, sustainability practices, eco-regulations.
Example: Environmental norms influencing the construction and automobile sectors.
- f. Legal–Industry-specific laws, labour laws, IP rights, safety standards, compliance.
Example: Changes in pharmaceutical regulations affecting drug approvals.

Students should include relevant examples, recent developments, or policy changes to support their analysis. Using the PESTEL framework, students can evaluate how the external environment influences the growth, risk, and adaptability of the industry, supporting better strategic conclusions in the later parts of the project.

3. **BCG industry matrix:** The BCG Industry Matrix has been developed by the Boston Consulting Group. It is a strategic tool used to assess the position and potential of different industries or business units based on two key dimensions:

- a. Market Growth Rate (industry attractiveness)
- b. Relative Market Share (competitive strength)

Initially it was designed for internal business portfolio analysis, and now it is widely used for evaluating the industry. Students can apply this matrix to classify the selected industry or its major segments into one of following categories:

- c. Stars – High market share in a high-growth industry. These are leaders with strong future potential.
Example: India’s renewable energy sector, especially solar power.
- d. Cash Cows – High market share in a mature, low-growth industry. These generate consistent profits.
Example: Indian FMCG sector (e.g., packaged food, personal care).
- e. Question Marks – Low market share in a high-growth industry. These require strategic decisions and investments.
Example: Electric vehicle startups in India.
- f. Dogs – Low market share in a low-growth industry. Often unprofitable and not worth continued investment.
Example: Traditional print media in the digital age.

Students may position their selected industry—or segments within the industry—into one of these quadrants. They may use available data on market size, growth rate, and competitor analysis to support their analysis.

A simple BCG matrix diagram can be included to visually represent the placement. This tool will help students draw conclusions about the industry's strategic position and investment attractiveness.

Students should understand the purpose and structure of each technique and prepare to apply them to their selected industry in the upcoming steps. Brief examples or illustrations from Indian industries can be used to show how these frameworks help in identifying opportunities, threats, and strategic directions.

This step provides the analytical foundation for evaluating macro-environmental influences, which is crucial for building an informed and forward-looking industry analysis.

Unit 4 provided students with the tools and frameworks to evaluate the macro-environmental forces that influence industry behaviour and performance. Through techniques like STEP analysis, PESTEL framework, and the BCG Industry Matrix, students learned to identify key external factors, classify industry trends, and assess strategic positioning.

These tools help in understanding how industries respond to external challenges such as political shifts, economic changes, technological disruptions, and environmental concerns. With this knowledge, students are better prepared to identify opportunities, risks, and strategic directions for their selected industry in the mini project.

اکائی 4 نے طلباء کو بتایا کہ کسی industry پر اثر انداز ہونے والے بیرونی ماحولیاتی عوامل کا کس طرح منظم طریقہ سے تجزیہ کیا جاسکتا ہے۔ تجزیہ، PESTEL فریم ورک، اور BCG انڈسٹری میٹرکس جیسے ٹولز کے ذریعہ طلباء نے یہ سیکھا کہ صنعت کے خارجی ماحول میں موجود اہم رجحانات اور چیلنجز کو کس طرح پہچانا جائے اور اس کی اسٹریٹجک پوزیشن کا تجزیہ کیسے کیا جائے۔ ان تکنیکوں کی مدد سے طلباء یہ سمجھنے کے قابل ہوئے ہیں کہ سیاسی، معاشی، تکنیکی، سماجی، اور ماحولیاتی تبدیلیاں صنعت کو کس طرح متاثر کرتی ہیں۔ اس علم کی بنیاد پر وہ اپنے منتخب کردہ شعبہ کے لیے مواقع، خطرات، اور اسٹریٹجک سمتوں کا بہتر طور پر تعین کر سکتے ہیں۔

Unit 5-Industry Environment and Life Cycle

This unit has a focus on immediate industry environment in which firms operate. The external macro factors shape overall industry trends, and the industry environment determines the level of competition, profitability, and strategic choices available to firms.

This unit also introduces the concept of the industry life cycle, which explains how industries evolve over time—from introduction and growth to maturity and possible decline. Understanding the stage of the life cycle helps firms and analysts assess market potential and investment decisions.

A key component of this unit is Porter's Five Forces Model, which provides a framework to analyse the competitive forces within an industry. By applying this model, students will be able to evaluate the pressures faced by firms and the attractiveness of the industry for new or existing players.

Through this unit, students will develop the ability to assess the strategic environment of their chosen industry and understand how companies position themselves for long-term survival and growth.

یہ اکائی طلباء کی توجہ براہ راست صنعتی ماحول پر مرکوز کرتی ہے، جس میں ادارے اپنی سرگرمیاں انجام دیتے ہیں جہاں بیرونی ماحولیاتی عوامل مجموعی رجحانات پر اثر انداز ہوتے ہیں اور انڈسٹری انوائرنمنٹ کسی ادارہ کو درپیش مسابقت منافع کی گنجائش، اور اسٹریٹجک امکانات کا تعین کرتی ہے۔

اس اکائی میں Industry Life Cycle کا تصور بھی پیش کیا جاتا ہے، جو ظاہر کرتا ہے کہ کوئی صنعت وقت کے ساتھ کس طرح ترقی کرتی ہے—ابتدائی مرحلہ سے لے کر ترقی، پختگی اور ممکنہ زوال تک۔ اس مرحلہ کو سمجھنا سرمایہ کاری اور مارکیٹ کی حکمت عملی کے فیصلوں میں مدد دیتا ہے۔

اس اکائی کا ایک اہم پہلو پورٹرز کے پانچ قوتوں کا ماڈل (Porter's Five Forces Model) ہے، جو کسی صنعت میں موجود مسابقتی دباؤ کا تجزیہ کرنے کے لیے استعمال ہوتا ہے۔ اس ماڈل کی مدد سے طلباء یہ جان سکیں گے کہ کمپنیوں کو کس قسم کی مسابقت کا سامنا ہے اور یہ صنعت نئے یا موجودہ صنعت کاروں کے لیے کتنی پرکشش ہے۔

یہ اکائی طلباء کو اپنے منتخب کردہ شعبہ کے اسٹریٹجک ماحول کا جائزہ لینے اور اداروں کی طویل مدتی ترقی و بقا کی حکمت عملی کو سمجھنے کی صلاحیت فراہم کرتی ہے۔

1. **The firm and its environment:** Every firm operates within a larger industry environment that influences its decisions, performance, and long-term sustainability. This environment includes a wide range of external forces—from customer preferences and supplier dynamics

to competitive pressures and regulatory policies. Understanding the relationship between the firm and its environment is essential for developing effective strategies.

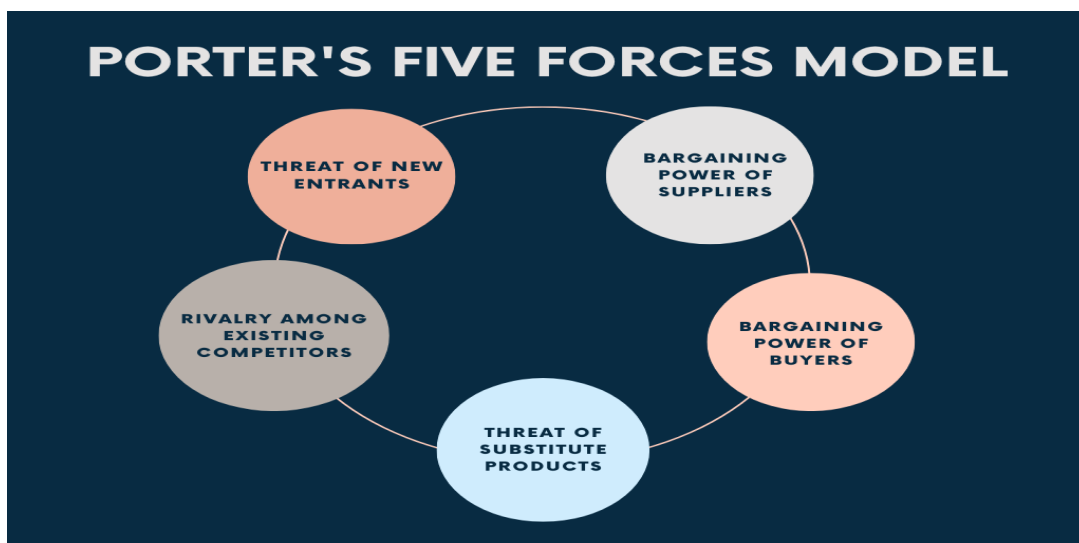
In this step, students are expected to study how firms interact with their immediate industry environment, focusing on:

- a. Customers – their preferences, expectations, and bargaining power.
- b. Suppliers – availability, cost, and influence over pricing and quality.
- c. Competitors – existing players in the market and their impact on pricing, innovation, and brand positioning.
- d. Regulatory bodies – policies, industry standards, and compliance requirements.
- e. Technological forces – how innovation drives or disrupts the industry.

Students analyse how the selected industry shapes the operating environment for individual firms. For example, in the Indian pharmaceutical industry, firms must continuously adapt to government pricing controls, changing healthcare needs, and global quality standards.

This step helps students in understanding that a firm's success is not based solely on internal capabilities, but also on how well it responds to external industry conditions, seizes opportunities, and mitigates risks.

2. **Porter's Five Forces model:** To understand the competitive intensity and profit potential within an industry, Michael Porter's Five Forces Model is one of the most widely used strategic tools. This framework helps evaluate the various forces that shape competition and influence a firm's ability to succeed within its industry.



Students are expected to apply the Five Forces Model to their selected industry by analysing the following:

- a. Threat of new entrants: Industries that are profitable tend to attract new players. Students should evaluate how easy or difficult it is for new companies to enter the industry, considering factors like capital requirements, government regulations, brand loyalty, and economies of scale.
- b. Bargaining power of suppliers: When suppliers are few or offer specialized products, they gain power to influence prices or terms. Students should assess whether suppliers in the selected industry hold strong influence over cost and availability of inputs.
- c. Bargaining power of buyers (Customers): If customers have many alternatives, they can demand better prices or quality. This force evaluates how much power customers hold in shaping the industry's offerings.
- d. Threat of substitute products or services: The presence of alternative solutions can reduce industry profitability. Students should identify potential substitutes and analyse how they impact the selected industry (e.g., e-learning as a substitute for classroom training).
- e. Rivalry among existing competitors: High competition can lead to price wars and reduced profitability. Students should examine the intensity of competition—number of players, market share distribution, product differentiation, and rate of industry growth.

Students may present their analysis in a diagrammatic format, summarizing each force and its overall impact (low, moderate or high). A well-explained application of this model helps students assess the attractiveness and strategic risks of the industry.

3. **Industry life cycle:** The Industry Life Cycle is a strategic concept that explains how industries evolve over time. Like products and businesses, industries also go through distinct phases of development. Understanding which stage, the selected industry is currently in helps determine its growth potential, competitive dynamics, and strategic focus. The typical stages of an industry life cycle include the following:

- a. Introduction Stage
 - Characterized by innovation, experimentation, and limited competition.
 - High costs, low sales volume, and uncertain demand.
 - Example: India's space-tech or electric air mobility sectors.
- b. Growth Stage

- Rapid increase in demand, rising sales, and growing competition.
- Opportunities for investment, expansion, and brand building.
- Example: Indian renewable energy or e-commerce sectors.

c. Maturity Stage

- Market saturation, slower growth, and focus on efficiency and differentiation.
- Intense competition and price sensitivity.
- Example: Indian automobile or cement industry.

d. Decline Stage

- Shrinking demand, technological obsolescence, or shifting consumer preferences.
- Firms may exit or diversify.
- Example: Traditional print media or pager manufacturing.

Students should identify which stage their selected industry is currently in, using indicators such as growth trends, innovation levels, number of competitors, and market demand. They should also briefly explain the strategic implications of the current stage—whether it calls for investment, consolidation, cost control, or innovation.

This step helps students understand the evolutionary position of the industry and how it shapes business strategies within that space.

The study of the ‘industry life cycle’ helped students understand the evolutionary stage of their industry and the corresponding strategies appropriate for that phase. Altogether, these tools enabled students to assess how the industry operates internally and how it can adapt for long-term growth, efficiency, and sustainability.

Unit 5 helped students explore the immediate industry environment in which firms operate, and how various forces influence their competitive behaviour and long-term strategy. By understanding the firm’s relationship with its environment and applying Porter’s Five Forces Model, students gained insight into the competitive pressures, barriers to entry, and overall industry attractiveness.

This unit also emphasized the importance of assessing both the firm and its surrounding forces, encouraging students to think strategically about how industries evolve and how firms must adapt to stay competitive.

اکائی 5 نے طلباء کو صنعت کے قریبی ماحول کا تجزیہ کرنے میں مدد کی جس میں ادارے کام کرتے ہیں، اور یہ بتایا کہ مختلف قوتیں اداروں کی مسابقت حکمت عملی اور طویل مدتی بقاء پر کس طرح اثر انداز ہوتی ہیں۔ Porter's Five Forces Model کے اطلاق کے ذریعہ طلباء نے یہ جاننا کہ مسابقتی دباؤ، داخلہ کی رکاوٹیں، اور صنعت کی کشش کا اندازہ کیسے لگایا جاسکتا ہے۔ اس اکائی نے ادارہ اور اس کے ماحول کے باہمی تعلق پر بھی زور دیا، تاکہ طلباء اسٹریٹجک انداز میں سوچ سکیں کہ صنعتیں وقت کے ساتھ کیسے بدلتی ہیں اور اداروں کو کیسے خود کو ڈھالنا چاہیے۔

Unit 6-Value Chain Analysis and SWOT Analysis

This unit focuses on analysing the internal dynamics and strategic positioning of an industry using well-established analytical tools. After evaluating the external and competitive environment in earlier units, it is necessary now to assess the internal structure, capabilities, and strategic potential of the industry and the firms operating within it.

The unit introduces students to three key analytical techniques:

- Value Chain Analysis, which helps identify key business activities that add value to products or services.
- SWOT Analysis, which brings together the internal strengths and weaknesses of an industry with the external opportunities and threats.

Together, these tools enable students to form a comprehensive and strategic view of the selected industry's position, potential, and future direction.

یہ اکائی صنعت کے اندرونی ڈھانچہ اور اس کی اسٹریٹجک حیثیت کا تجزیہ کرنے پر مرکوز ہے۔ پچھلی اکائیوں میں بیرونی اور مسابقتی ماحول کا جائزہ لیا جا چکا ہے، اس لیے اب ضروری ہے کہ صنعت اور اس میں کام کرنے والے اداروں کی داخلی صلاحیتوں اور کاروباری سرگرمیوں کا تجزیہ کیا جائے۔

اس اکائی میں طلباء تین اہم تجزیاتی طریقوں سے واقف ہوں گے:

- ویلیو چین اینالیسیس (Value Chain Analysis) جو مصنوعات یا خدمات میں قدر شامل کرنے والی اہم سرگرمیوں کی نشاندہی کرتا ہے۔
- SWOT analysis جو کسی industry کی اندرونی طاقتوں اور کمزوریوں کو بیرونی مواقع اور خطرات کے ساتھ جوڑ کر analysis پیش کرتا ہے۔

ان تمام ٹولز کی مدد سے طلباء اپنی منتخب کردہ صنعت کی مکمل اور اسٹریٹجک تصویر تیار کر سکیں گے۔

1. **Value chain analysis:** Value Chain Analysis is a strategic tool used to examine the key activities within an industry that contribute to the creation of value for customers. It helps identify where value is added in the production or service process and where there may be potential for cost reduction, efficiency improvement, or competitive advantage.

Students are expected to analyse the selected industry's value chain by breaking it down into two main categories:

- a. **Primary Activities** – These are directly involved in the creation and delivery of the product or service. They include:
 - Inbound logistics (e.g., sourcing of raw materials)

- Operations (e.g., manufacturing or service delivery)
 - Outbound logistics (e.g., distribution to customers)
 - Marketing and sales
 - Customer service
- b. Support Activities – These support the primary activities and enhance overall efficiency:
- Firm infrastructure (e.g., planning, finance, legal)
 - Human resource management
 - Technology development
 - Procurement

Students need to identify how these activities are carried out within their selected industry, and which ones are most critical in adding value. For instance, in the Indian IT industry, human resource management and technology development are key value drivers, while in the FMCG sector, marketing and distribution are often the most significant.

Students may include in this mini project report, a simple diagram or flow chart to visually present the value chain structure. This will show how different parts of the industry contribute to delivering value and where improvements or innovations can lead to a competitive edge.

2. **SWOT analysis:** SWOT Analysis is a strategic planning tool used to evaluate the Strengths, Weaknesses, Opportunities, and Threats related to an industry. It combines both internal factors (strengths and weaknesses) and external factors (opportunities and threats) to give a balanced view of the industry's current standing and future potential. In this step, students are expected to prepare a SWOT analysis of their selected industry by examining the following:
- a. Strengths – Internal capabilities or advantages that give the industry a competitive edge.
Example: Skilled workforce, technological innovation, strong domestic demand.
 - b. Weaknesses – Internal limitations that may hinder industry performance.
Example: Dependence on imports, low R&D investment, outdated infrastructure.
 - c. Opportunities – External factors that the industry can exploit to grow or improve.
Example: Government incentives, emerging markets, changing consumer preferences.
 - d. Threats – External challenges that can negatively impact the industry.
Example: Global competition, regulatory changes, environmental concerns.

Students should structure their analysis clearly, ideally in a 4-cell matrix format, and support each point with brief justifications or real-world examples from the Indian context.

It helps students in identifying strategic priorities, such as leveraging strengths, minimizing weaknesses, capitalizing on opportunities, and preparing for external threats—an essential component for industry-based decision-making.

Unit 6 allowed students to explore the internal structure, capabilities, and strategic positioning of their selected industry. Through Value Chain Analysis, students identified key activities that add value across the industry. With SWOT Analysis, they evaluated internal strengths and weaknesses alongside external opportunities and threats, building a comprehensive strategic picture.

This section serves as a critical step in helping students present a complete, strategic overview of their chosen industry in the mini project.

اکائی 6 کے ذریعے طلباء نے اپنی منتخب کردہ صنعت کے اندرونی ڈھانچے، صلاحیتوں، اور اسٹریٹجک حیثیت کا گہرائی سے مطالعہ کیا۔ ویلیو چین اینالیسیس کے ذریعے انہوں نے ان سرگرمیوں کی نشاندہی کی جو مصنوعات یا خدمات میں قدر کا اضافہ کرتی ہیں۔ SWOT analysis نے صنعت کی اندرونی طاقتوں اور کمزوریوں کے ساتھ ساتھ بیرونی مواقع اور خطرات کو سمجھنے میں مدد دی۔ یہ اکائی منی پراجیکٹ میں صنعت کا مکمل تجزیہ پیش کرنے کے لیے ایک اہم قدم ثابت ہوگی۔

Online Resources:	
1	https://ndl.iitkgp.ac.in/
2	https://www.coursera.org/lecture/entrepreneurship-1/industry-analysis-aRsXp
3	https://www.edx.org/learn/business-analysis
4	https://www.mooc-list.com/tags/market-analysis
5	IMC MANUU: https://www.youtube.com/playlist?list=PLK4auiSRQ36b1SJFByJ7Nc-x8HvaCSkrd

Mini Project Report

on

Industry Analysis- a case of the XYZ Industry

by

Student Name

Enrolment Number

Submitted to

Centre for Distance and Online Education



MAULANA AZAD NATIONAL URDU UNIVERSITY

(A Central University Established by an Act of the parliament in 1998)

(Accredited with A+ grade by NAAC)

Gachibowli, Hyderabad-500032, Telangana

1. Introduction to industry analysis (3–4 pages)

Begin with a theoretical overview of what Industry Analysis entails. Define the concept, scope, and relevance in strategic decision-making. Explain its significance in the context of business planning, investment, market entry, and competitive strategy.

2. Importance of industry analysis (1–2 pages)

Discuss how and why industry analysis is critical for managers, investors, policymakers, and entrepreneurs. Mention tools and frameworks (like Porter's Five Forces, PESTLE) commonly used for such analysis.

3. Introduction of the selected industry (2–3 pages)

Give a basic description of the industry selected (e.g., Indian Pharmaceutical Industry, IT Services Sector, Renewable Energy Industry). Include definitions, segmentation, and classification, if relevant.

4. Background and historical development (2–3 pages)

Present a historical account of how the industry evolved over time—key milestones, growth phases, technological revolutions, regulatory developments, and global linkages.

5. Contribution to GDP and economic significance (2–3 pages)

Analyse statistical data showing the industry's contribution to India's GDP. Add employment figures, export statistics, FDI inflow (if applicable), and related policy emphasis.

6. Market size and level of competition (3–4 pages)

Discuss the size of the market using current data and forecasts. Highlight competition intensity, barriers to entry, pricing strategies, customer power, and supplier concentration.

7. Key industry players (1–2 pages)

List and describe major companies in the sector, along with their market share, business models, key products or services, and strategic positioning.

8. Analysis of external environment (8–10 pages)

Use any one comprehensive tool such as:

- **PESTLE Analysis** – Describe Political, Economic, Social, Technological, Legal, and Environmental factors.

Porter's Five Forces – Describe competitive rivalry, threat of new entrants, bargaining power of buyers/suppliers, and substitute products.

Illustrate with graphs, charts, or matrices where needed.

9. Analysis of internal factors (4–5 pages)

Discuss internal strengths and weaknesses using:

- **SWOT Analysis**

- **Value Chain Analysis**
- **Core Competencies and Resources**

Use real company examples from the selected industry to enrich the analysis.

10. Industry trends and highlights (2–3 pages)

Provide a descriptive account of recent trends: innovations, digitalization, policy reforms, sustainability efforts, customer behaviour changes, or global shifts. Support with news clippings or data points.

11. Future scope (1–2 pages)

Speculate on the potential growth of the industry. What are the upcoming opportunities, emerging sub-sectors, or innovation hotspots? Include expert predictions, government initiatives, and possible risks.