# 1. Industry Context and Competitive Environment



# Company Overviews



Headquarters: Chicago

Business are as: Manufacturer of commercial jetliners and military aircraft. Additionally, designs and manufactures rotorcraft, electronic and defence systems, missões, satellites, launch vehicles and advanced information and communication systems.

Global Reach Provides products and support services to customers in 150 countries.

Employees: Boeing employs more than 170,000 people across the United States and in 70 countries

Supply Chain: Hundreds of thousands more skilled people working for Boeing suppliers worldwide.

2012 Net income: \$3.9 billion

2012 net orders: 1203

Market Share: 59%



Headquarters: Toulouse, France

Business areas: Aerospace and defence related services.

Global Reach: Fully-owned subsidiaries in the United States, China, Japan and in the Middle East. More than 150 global field offices.

Employees: 59,000 globally.

Supply Chain: Has a network of 1,500 suppliers in 30 countries

2012 Net income: \$1.59 billion (parent company EADS)

2012 net orders: 833

Market Share: 41%



# <u>Airbus Versus Boeing Strategic Management Acdseeore</u>

**Eric Van Den Steen** 

#### Airbus Versus Boeing Strategic Management Acdseeore:

Airbus Versus Boeing - Strategic Management Report Sascha Mayer, 2013-11 Scientific Study from the year 2007 in the subject Business economics Operations Research grade 1 0 University of Southern California Business Faculty course Strategic Management 64 entries in the bibliography language English comment Great conclusion and recommendation spot on Impressive list of references and good sources Overall Excellent report Other thoroughly enjoyed reading such a well written and well researched in depth report abstract Executive Summary The purpose of this report is to provide a Strategic Management Report with detailed strategic analyses of the dominant civil aircraft manufacturers Airbus and Boeing The discussion main part of this report is separated into internal and external analyses which are reasoned in greater detail and supported with reasonable graphs and tables in the attached Appendices Finally conclusions are drawn as to which is the more strategic savvy and which company has the more sustainable enterprise and there is a recommendation given in which company a potential investor should rather invest in Airbus and Boeing are having a neck and neck race in the aircraft industry for jets over 100 seats between Airbus and Boeing about the market leadership After Airbus overtook its rival the first time in 2001 in terms of aircraft order and delivery it stayed in front the last years until Boeing got back on top in 2006 The aircraft manufacturing industry is constantly growing a global market and had a size of US 63 billion revenues in 2006 It is characterized by high entry barriers and investment in R D and by a duopoly with Airbus and Boeing having a market share of 86% for aircrafts over 100 seats At the moment Airbus is in weaker financial position than its competitor Boeing had an average year in 2006 with a moderate and good profitability whereas Airbus is not in the red but it is remarkable that the company had a bad year caused by the production and delivery problems with the A38 Strategic management of an airline. Developing a proactive strategy for Airbus Charles Ekweruo, 2016-04-07 Project Report from the year 2012 in the subject Business economics Business Management Corporate Governance grade First Class University of Bradford School of Management language English abstract This report will give a comprehensive analysis of Airbus based on strategic analysis internal and external and strategic formulation and will conclude with a recommendation One of the most vital tools for human success is strategy Even though influential people for example Barrack Obama and Warren Buffet epitomizes luck what really made them successful was to have a clear goal understanding of their competitive environment and most importantly identifying opportunity when they appeared and to have the clarity of direction and the tractability necessary to exploit these chances effective implementation Reason is that without a consistency of direction based on understanding their environment and a keen awareness of how to maneuver into a position of advantage competitors will out compete them Therefore strategy refers to having a succinct and articulate goal and plans to achieving it put succinctly a good strategy is about winning In light of constant change and relentless competition strategy becomes less about building positions of sustained competitive advantage rather more about developing the responsiveness and flexibility to create successive

temporary advantages the economic downturn in 2008 9 is encouraging new thinking about the purpose of business Disillusion with shareholder value capitalism has been accompanied by renewed interest in corporate social responsibility ethics and sustainability of the natural environment and the role of social legitimacy in long term corporate success

Boeing Vs. Airbus Bhavesh Patel, Manchester Business School, 2006 Airbus Versus Boeing Revisited Douglas A. Irwin, Nina Pavcnik, 2001 This paper examines international competition in the commercial aircraft industry We estimate a discrete choice differentiated products demand system for wide body aircraft and examine the Airbus Boeing rivalry under various assumptions on firm conduct We then use this structure to evaluate two trade disputes between the United States and European Union Our results suggest that aircraft prices increased by about 3.7 percent after the 1992 U.S.E.U. agreement on trade in civil aircraft that limits subsidies This price hike is consistent with a 5 percent increase in firms marginal costs after the subsidy cuts We also simulate the impact of the future entry of the Airbus A 380 super jumbo aircraft on the demand for other wide bodied aircraft notably the Boeing 747 We find that the A 380 could reduce the market share of the 747 by up to 14 8 percentage points in the long range wide body market segment depending upon the discounts offered on the A 380 but would reduce the market for Airbus's existing wide bodies by an even greater margin **Boeing Versus** Airbus John Newhouse, 2007 For William S Farmer Airbus Versus Boeing Eric Van Den Steen, 2016 Airbus Versus Boeing (C) Wendy Coleman, Graduate School of Business Administration (Cambridge, Mass.), 1988 Airbus Versus Boeing ,2014

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