

Question 1: What do you mean by departmentalization? **Operational Effectiveness** – ###

Explanation: Outperform competitors in aspects of business operations such as production, distribution, and customer service. Departmentalization refers to the process of dividing an organization into distinct departments, which enables better allocation of resources and facilitates specialization of tasks. – **Implementation**: JAWAL could specialize in products that meet the specific needs of a niche market, providing tailored solutions that larger competitors might not offer. – **Disadvantages**: Can create silos, potentially reducing communication between departments and decreasing responsiveness to external changes. – **Advantages**: Focuses managerial attention on specific products, facilitates the use of specialized knowledge, and can be easily scaled or adjusted according to the product lifecycle. **Cost Leadership** – **Explanation**: Strive to become the lowest cost producer in the industry, aiming to offer products at lower prices than competitors, thus attracting price-sensitive customers. – **Implementation**: JAWAL can foster a culture of innovation, collaborate with technology providers, or establish partnerships with research institutions. – **Advantages**: Promotes efficiency and expertise in each function, simplifies training, and enhances career development within specialized areas. – **Advantages**: Focuses on meeting the diverse needs of various customer groups, potentially improving customer satisfaction. – **Implementation**: JAWAL can achieve this by improving operational efficiencies, large-scale production, and negotiating better terms with suppliers. – **Implementation**: JAWAL can streamline operations through technology upgrades, continuous training programs for employees, and implementing quality management systems. These strategies can help JAWAL maintain or enhance its competitive edge in the market, adapting to changes and seizing opportunities effectively. Each department usually focuses on a specific function or aspect of the business, ensuring that all components operate cohesively towards the overarching goals of the organization. **Geographical Departmentalization** – **Description**: Divides an organization by geographical regions or territories. 2.3.4.5.2.3.4.5