

Social Integration Gain-SIG

SIG METHADODOLOGY

كسب النسيج المجتمعي – المشاركة المجتمعية

Build Capabilities for Innovation, Creativity and Productivity
(Strive to be the best; thrive through quality)



Dr. Ghassan Alabdollah & Team



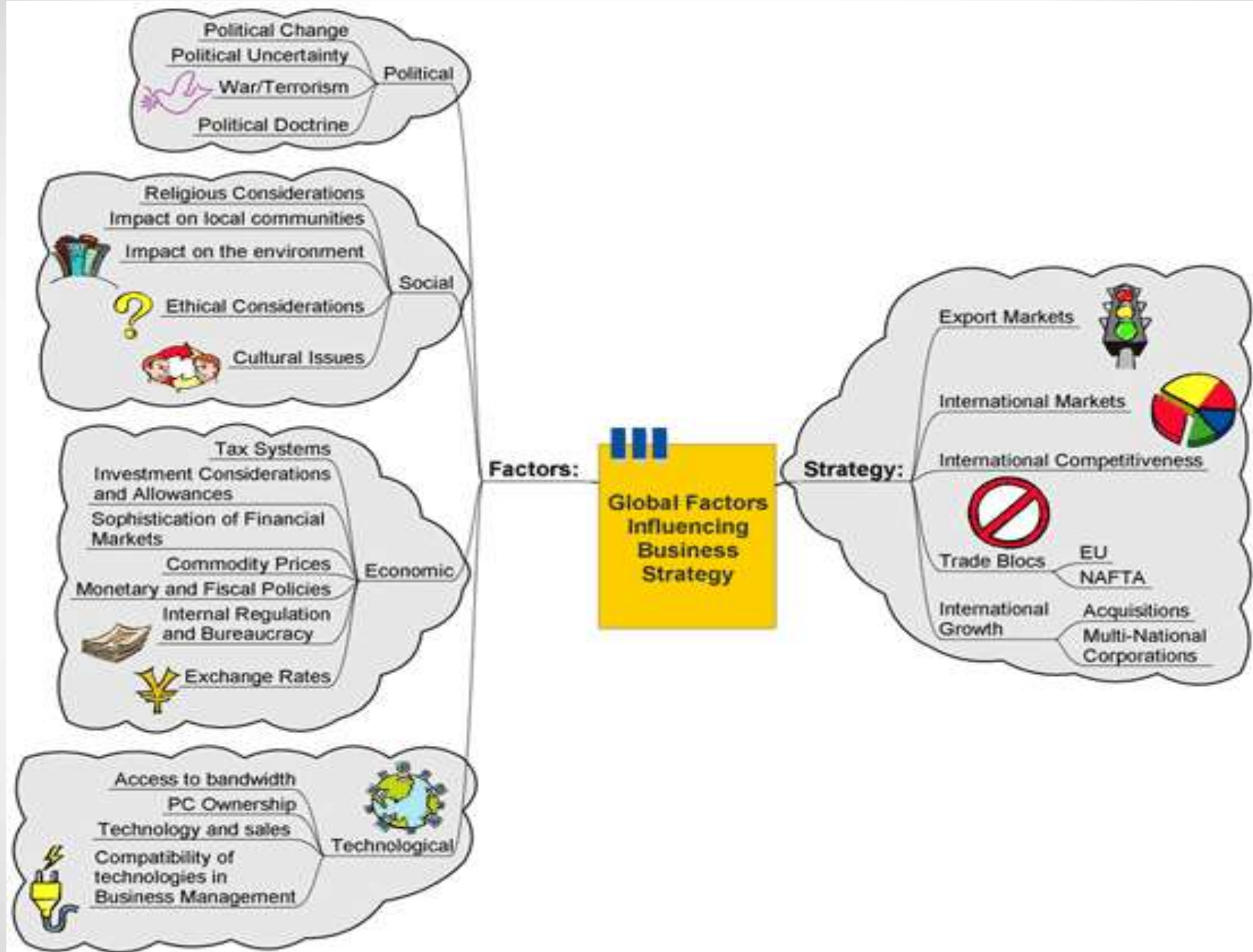
Vision “ To provide Jordan communities with the best
Projects to have a sustainable growth and
steady development to improve life style”

Mission

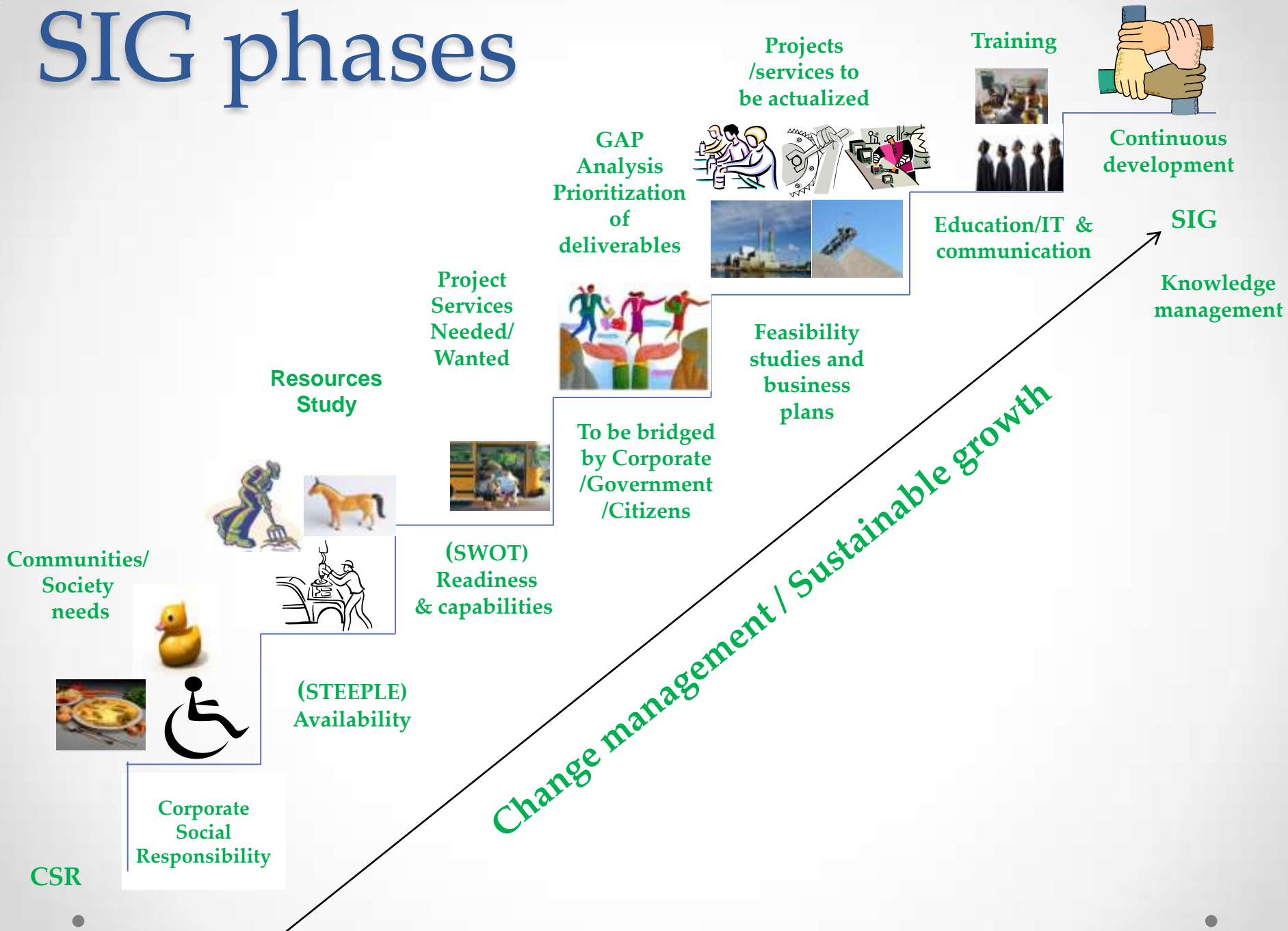
Through proper and actual studies
that will provide accurate facts to enable
creative ideas help investors/JVs
to build/initiate projects for communities.

The big picture





SIG phases



STEEPLE forces analysis (*Social, Technological, Economic, Environmental, Political, legal and Ethical*).

Social —what are the current trends in the communities and relationships, and how the industry and technology influences those trends, such as: demographic factors (population distribution, age distribution, education and income levels), attitudes towards capitalism, individualism, environmentalism, church and religion, health and nutrition;

Technological — what are the technological changes and their potential impacts, what is the efficiency of the infrastructure (transportation, education, health care, communication, etc.), cost and accessibility to power, new technologies, manufacturing processes and overall industrial productivity;

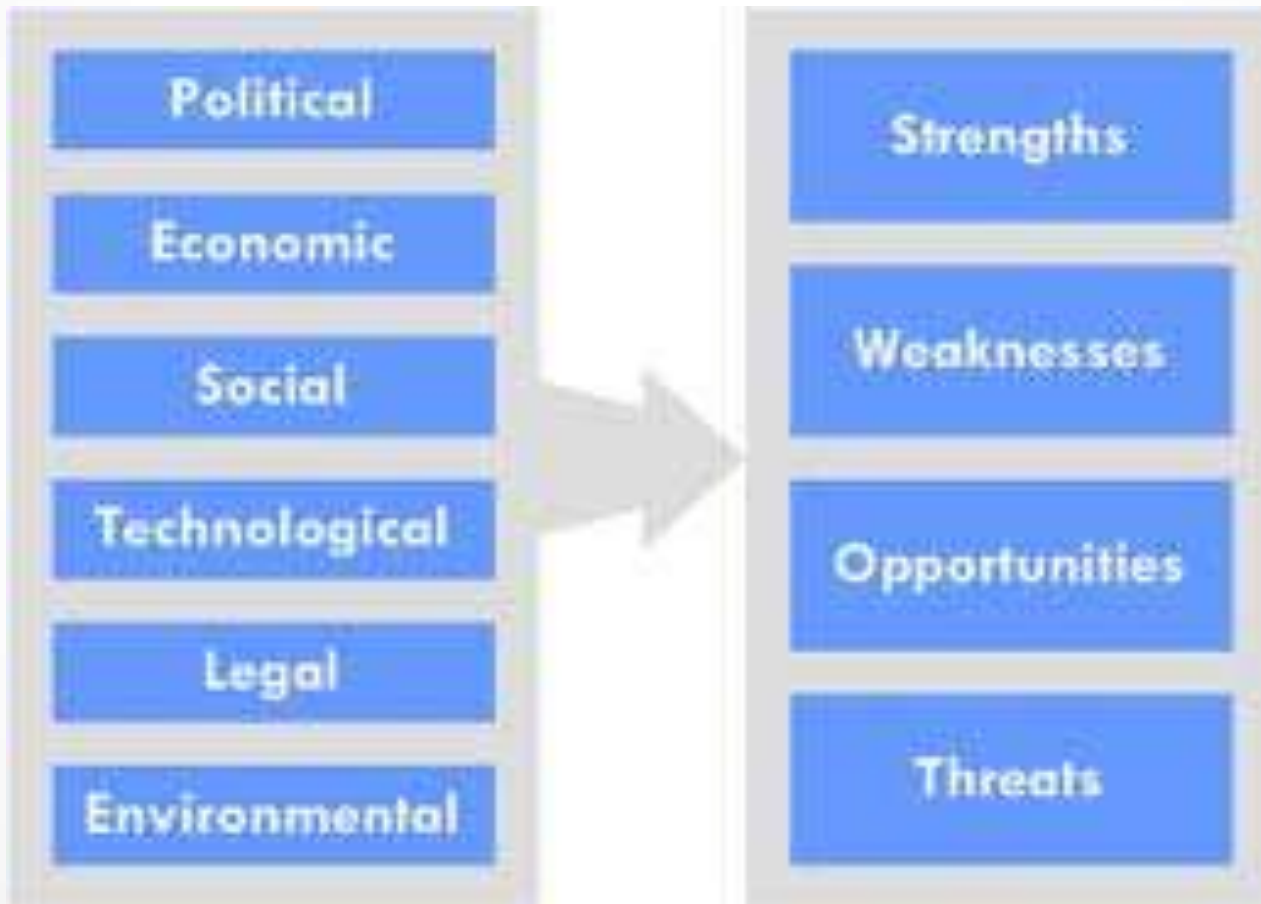
Economic — how are the economics changing in the industry, such as: economic growth, unemployment and inflation rates, consumer and investor confidence, currency exchange;

Environmental — what are the environmental trends and influences: impacts to firm's production processes, affects on customers' buying habits, perception of the company or product;

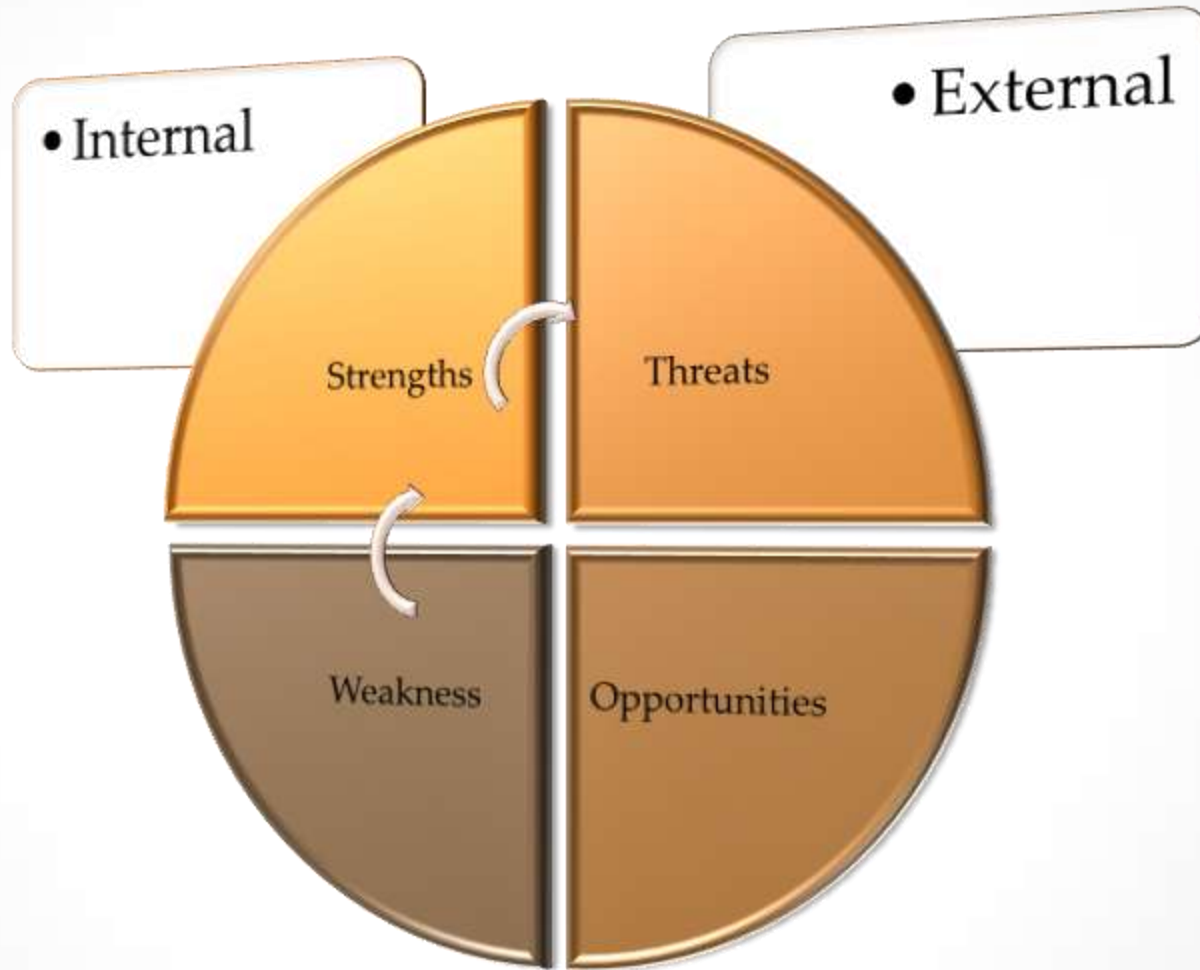
Political — what is the political climate, its stability and risk, what are the various government policies and mandates, export restrictions, taxes and tax breaks, copyright and patent laws, environmental protection laws

Legal — is it legal to do or act in that direction , project and /or service?

Ethical — would it destroy ethics or disturb community or family behavior , would it lead to ethical problems or other unhappy acts.



Tools used for SIG



Framework and Mechanism for
implementing the SIG methodology
Coherence, Effectiveness and Relevance
at Country Level:

Initiate & Mobilize
Study & Analyze

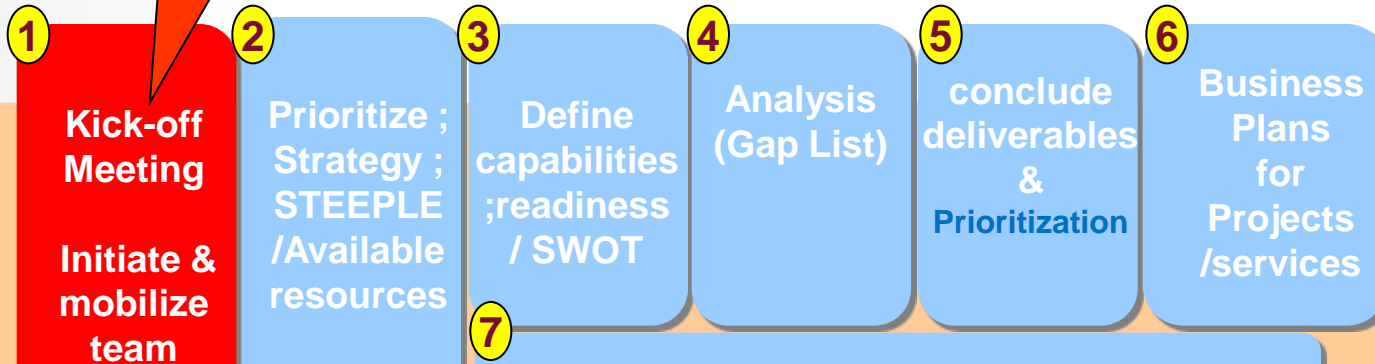
Set deliverables & Formulate strategy
Business Plan(projects) & Execution
Monitor & Knowledge transfer

FRAMEWORK FOR SIG COHERENCE, EFFECTIVENESS AND RELEVANCE; AT COUNTRY LEVEL

Sustainable growth and Continues development

Synchronization & Synergy

Legal & governmental blessing ; steering committee at a country team



7 Implement Plans ; Monitor and evaluate

8 Communicate & change Management

9 Coordinate change & ongoing implementation/
Training and education

10 Knowledge Management

Increased coherence,
effectiveness
and
relevance
sustainable
growth and
continues
development
Improve
communities
Life style

Ratio Analysis

Liquidity



↑ How solvent is the business?

Quick ratio

Acid Test

$\frac{\text{Current assets} - \text{stock}}{\text{liabilities}}$

1:1 seen as ideal

Current Ratio

$\frac{\text{Assets}}{\text{Liabilities}}$

Too high - too much stock

Too low - risk of not being able to pay your way

Financial



Using assets to generate profit

Asset Turnover

↑ Increased efficiency?

Stock Turnover

↑ Poor customer satisfaction?

Debtor Days

Shorter the better

Investment/Shareholders



Earnings per share

Dividend Yield

↑ What is the extent of the risk?

↑ What is the likely return?

Generally - higher the better

Profitability



Profit in relation to sales/assets

Profit Margins

Return on Capital

Higher the better (in general)

Gearing

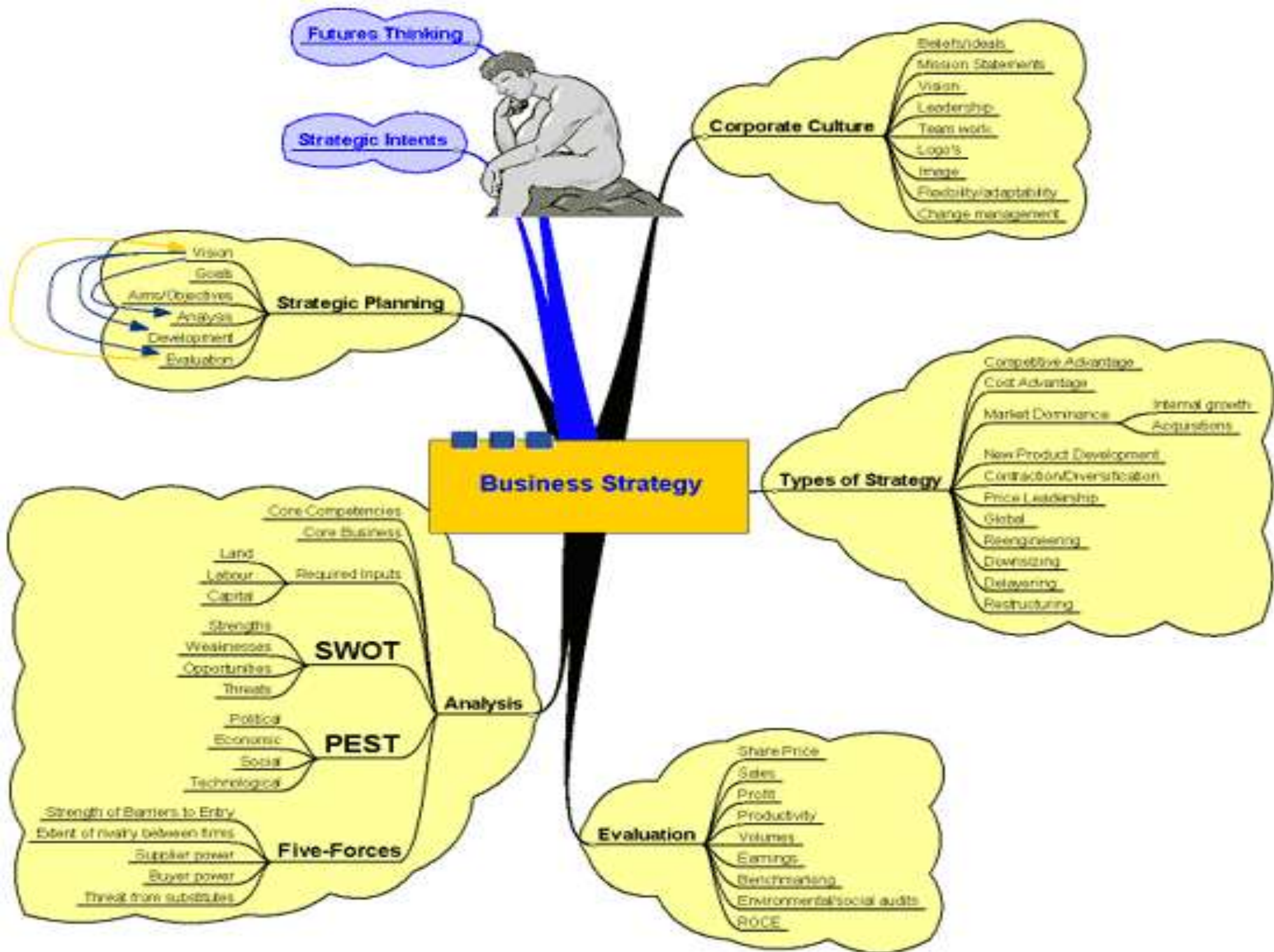


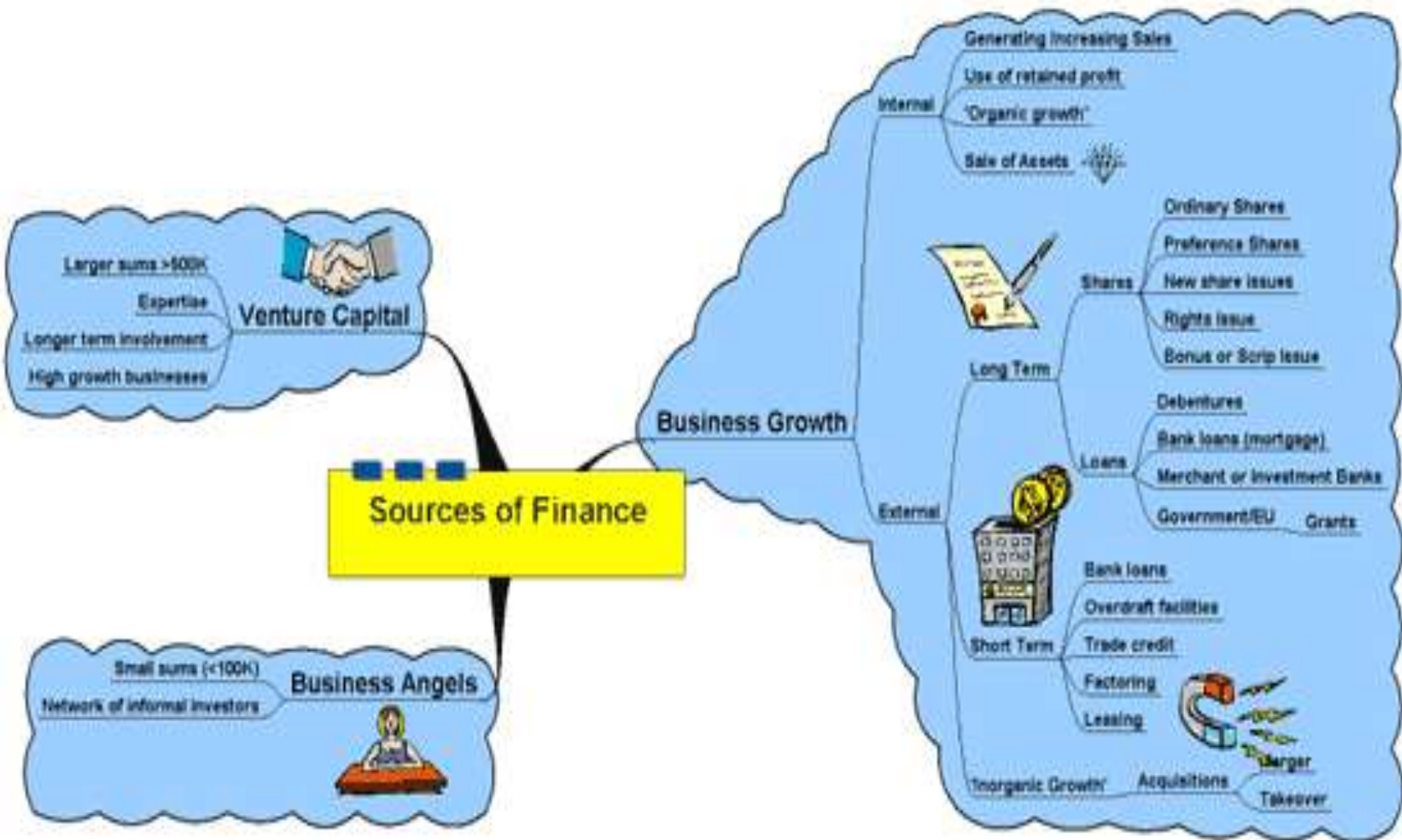
Financial position

$\frac{\text{Loans}}{\text{Capital}}$

High gearing - Loans > Capital







Business Growth

Managing Growth

Management Structure



Ownership/Control



Diseconomies of Scale



Changing roles

Internal Growth

Innovation

Competitive Advantage

Marketing



External Growth

Horizontal



Vertical

Takeovers



Horizontal

Vertical

Mergers



Buy-Outs

Financing Growth



Internal Sources

Private funds

Profits

External Sources

Loans

Venture Capital

Leasing

EU/Government Grants

Cash Flow



Overtrading



National to International

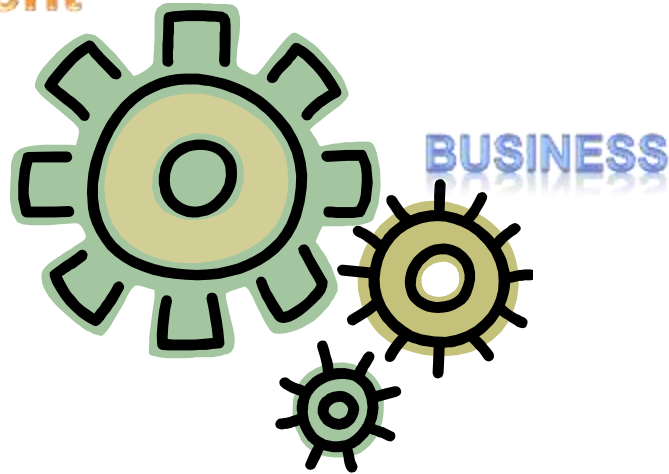


Floating



The SIG final outcomes

Government



BUSINESS

Citizens



COMMUNITIES

Thank you very much for your time and
support



**SLG is an Olive tree planted in
Jordan By ABJ**