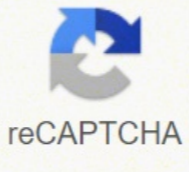
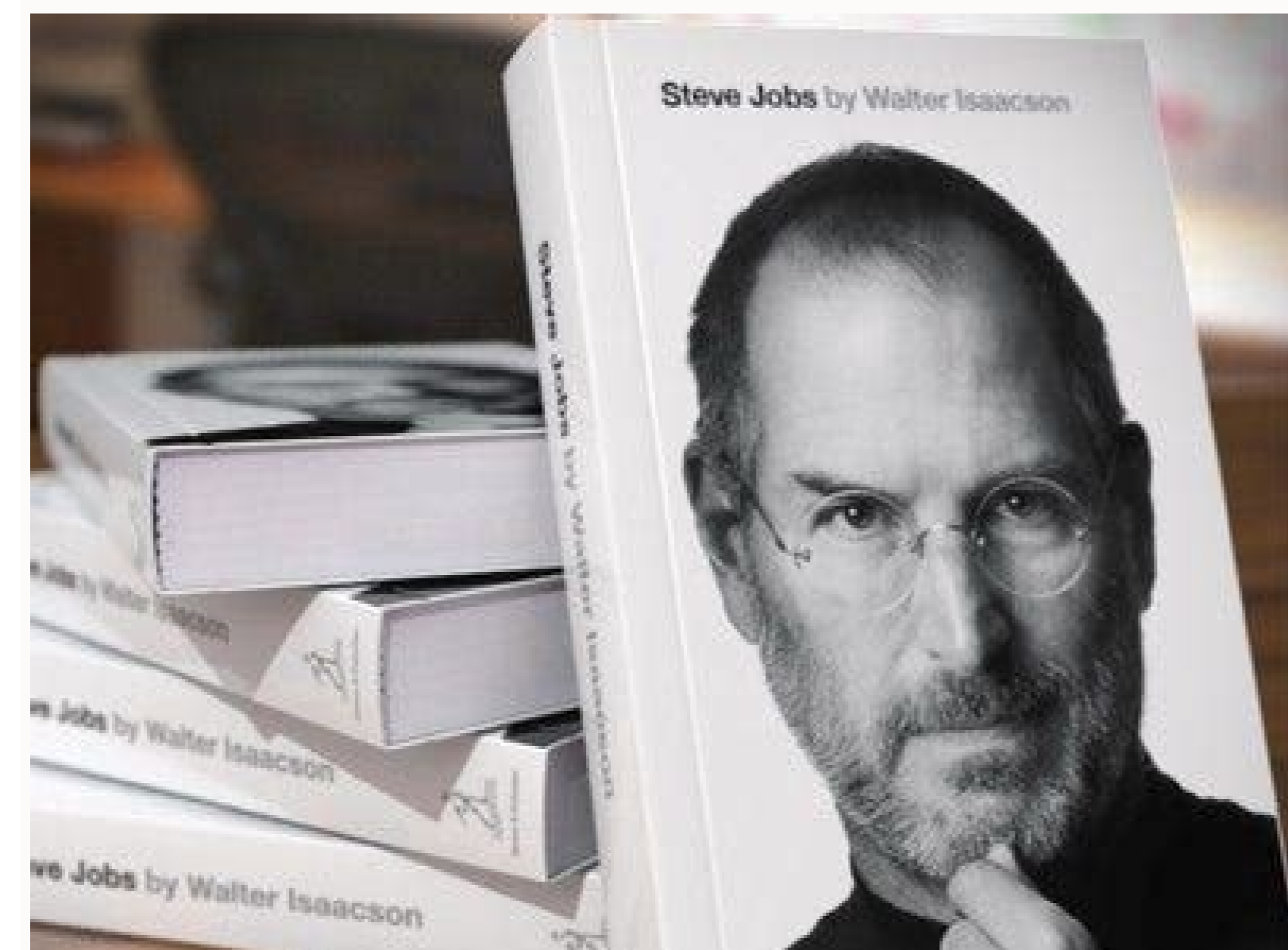
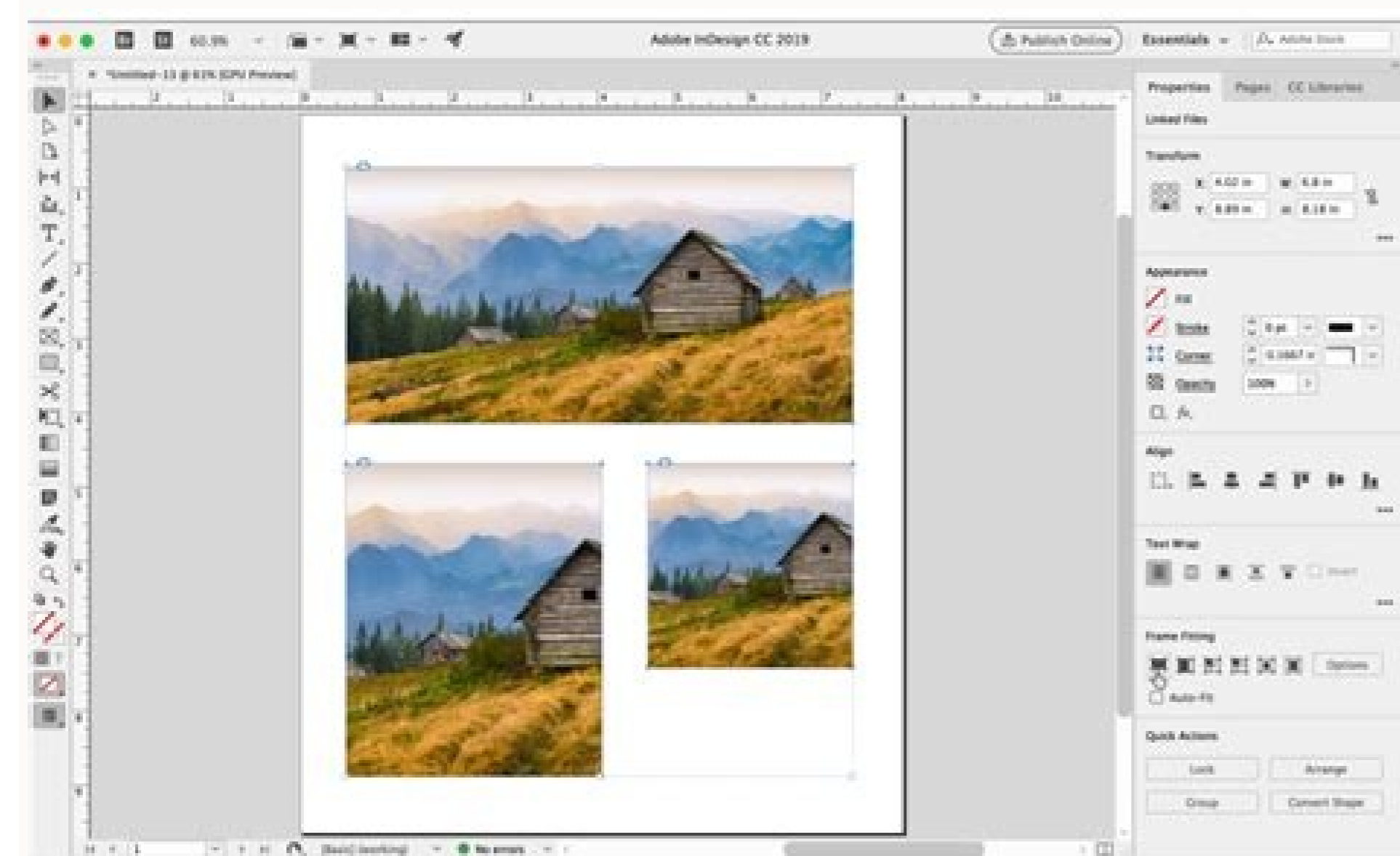




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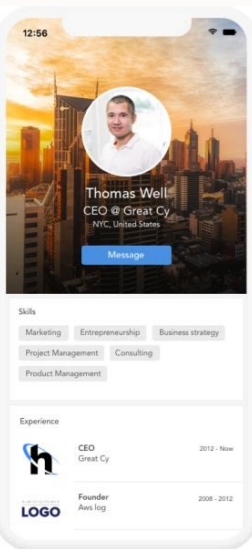
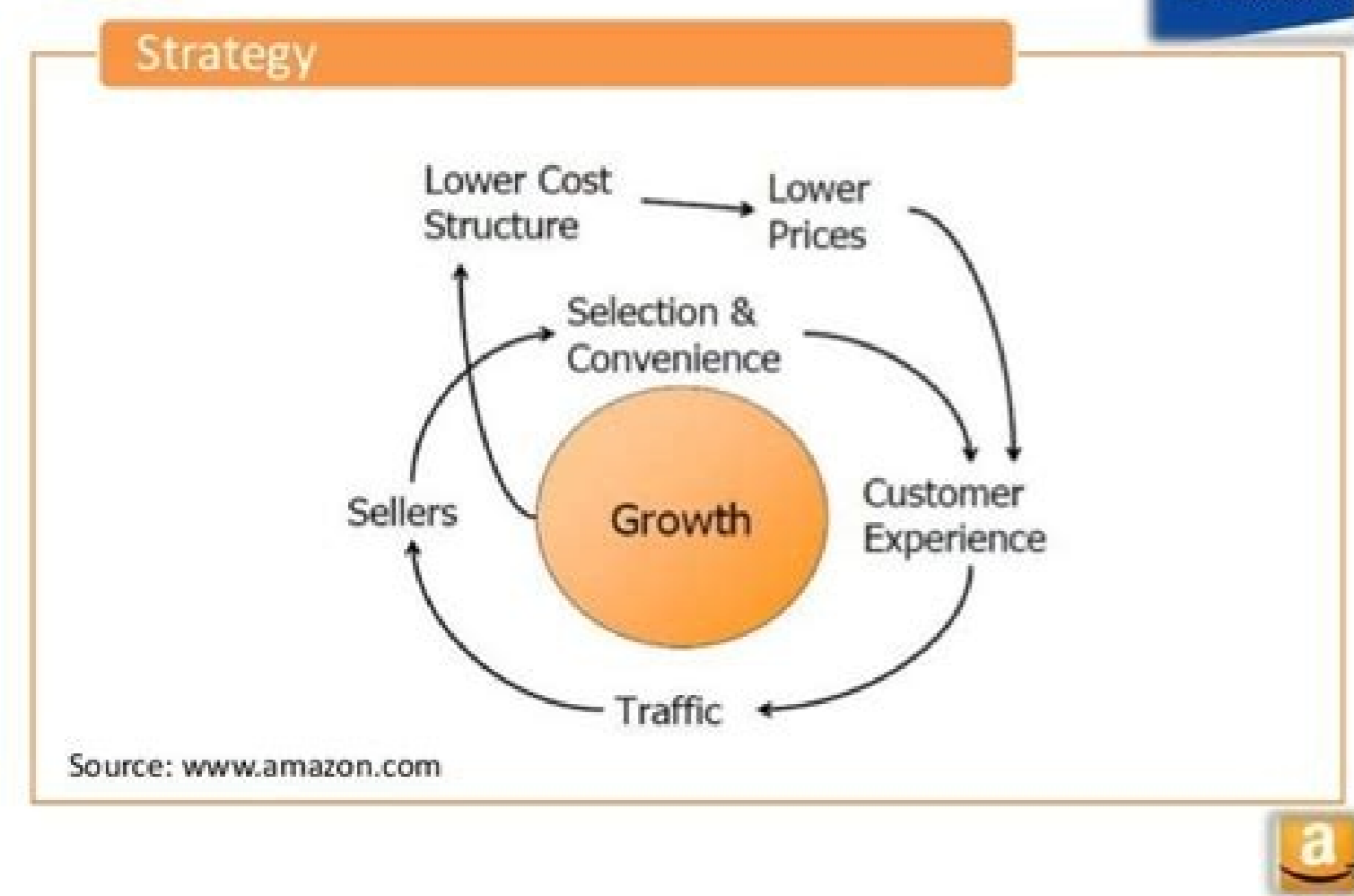
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# SQL Workbench/J User's Manual

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Ecosystem is placed at the core of Amazon corporate strategy. (2012) "Why Amazon Succeeds" Forbes, Available at: [4] Annual Report (2016) Amazon.com Inc. Moreover, the report contains analyses of Amazon leadership, organizational structure and organizational culture. Working for Amazon is highly challenging experience and employees are expected to take on heavy workload, often sacrificing work-life balance. Customer obsession can be specified as a cornerstone of Amazon business strategy. Recently, the company launched Amazon Home Services, a simple way to buy and schedule local professional services as a continuation of its diversification strategy.[2] The e-commerce giant occasionally finds new niches and segments accidentally, while looking for solutions to problems faced by the business. [5] Marder, L. 3. Specifically, back in year 2000 Amazon was struggling to keep up with high growth speed of the business and scale problems. Amazon ecosystem consists of merchants, writers, reviewers, publishers, apps developers, and the information market of commentators, analysts, journalists and feature writers who get the word out about opportunity on the Amazon platform.[3] Amazon senior leadership engages in deriving maximum benefit from each component of company ecosystem, as well as, strengthening relationship between the components. (2017) "Amazon's Business Strategy: 6 examples of latest trends in ecommerce" Hallam, Available at: [3] Shaughnessy, H. Amazon business strategy is guided by four principles: customer obsession rather than competitor focus, passion for invention, commitment to operational excellence, and long-term thinking.[1] The following four points constitute the cornerstones of Amazon business strategy: 1. Report contains a full analysis of Amazon business strategy. Focusing on Amazon leadership values. Amazon business strategy can be described as cost leadership taken to the extreme. Started only as an online shop for selling physical books in 1997, today Amazon sells anything that can be sold online in the global scale. Uncompromised focus towards customer service. As it has been noted by company's vice president of user experience "Amazon is in the business of taking the right decisions for customers". Moreover, by 2003 the company had become highly skilled at running reliable, scalable, cost-effective data centres out of need. [1] Annual Report (2016) Amazon.com Inc. The report illustrates the application of the major analytical strategic frameworks in business studies such as SWOT, PESTEL, Porter's Five Forces, Value Chain analysis, Ansoff Matrix and McKinsey 7S Model on Amazon. The company developed internal systems for its own needs to run infrastructure tasks such as computing, storage and database. Accordingly, AWS was developed to help companies to deal with these issues in a profitable way for Amazon. In its attempt to "seek to be Earth's most customer-centric company", [4] Amazon does not bother with the competition too much. Strengthening Amazon ecosystem. Amazon Web Services (AWS) can be shown as a stark example for this. Range, price and convenience are placed at the core of Amazon competitive advantage. The tech giant has used this advantage extensively to engage in successful business diversification. [2] Hallam, S. Amazon leadership values consisting of 14 principles, such as customer obsession, insisting on the highest standard and diving deep, play an instrumental role in terms of increasing the input from human resources. Therefore, due to aggressive expansion of range of products and services within Amazon ecosystem, it would not be correct to classify its business operations within a single industry. Sophisticated global logistics represents one of the solid bases of Amazon competitive advantage. The largest internet retailer in the world by revenue focuses on long-term growth rather than short-term profit. The global online retailer operates with a razor thin profit margin and succeeds due to a combination of economies of scale, innovation of various business processes and a constant business diversification. Gaining maximum contribution from human resources is another source of Amazon competitive advantage. Regularly entering into new niches and segments. Around that time, the management figured out that many other companies faced the same scaling and data management issues. 2. (2018) "Amazon Growth Strategy: How to Run a Multi-Billion Dollar Business Like Jeff Bezos" BIG COMMERCE, Available at: The report also comprises discussions of Amazon marketing strategy, ecosystem and addresses issues of corporate social responsibility. Amazon.com Inc. Instead, it has been noted that "Amazon puts a chair in every boardroom to represent the customer — a physical reminder to innovate on their behalf." [5] 4.

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