

## Growth share matrix – top tips

Potential insight	<ul style="list-style-type: none"><li>The growth share matrix suggests the following strategies for each business unit type:</li></ul> <div><div><p>Expected Cash Characteristics of Each Quadrant of the Market</p><table><tr><td>High</td><td><p>"Star"</p><p>Cash in Balance (some + some -)</p></td><td><p>"Silencers"</p><p>Cash Users</p></td></tr><tr><td>Low</td><td><p>"Cash cows"</p><p>Cash generators</p></td><td><p>"Dogs"</p><p>Cash in Balance (some + some -)</p></td></tr><tr><td></td><td>High</td><td>Low</td></tr></table><p>Relative market share (log scale)</p></div><div><p>Typical Strategic Prescriptions</p><table><tr><td>Build/hold share</td><td>Build Market Share selectively</td></tr><tr><td>Hold share/harvest<ul style="list-style-type: none"><li>• Cash moved to other units</li></ul></td><td>Withdraw Harvest Share</td></tr></table></div><div><p>Typical Strategic Movement Prescriptions</p><p>→ Strategic movements → Cash movements</p></div></div>	High	<p>"Star"</p> <p>Cash in Balance (some + some -)</p>	<p>"Silencers"</p> <p>Cash Users</p>	Low	<p>"Cash cows"</p> <p>Cash generators</p>	<p>"Dogs"</p> <p>Cash in Balance (some + some -)</p>		High	Low	Build/hold share	Build Market Share selectively	Hold share/harvest <ul style="list-style-type: none"><li>• Cash moved to other units</li></ul>	Withdraw Harvest Share
High	<p>"Star"</p> <p>Cash in Balance (some + some -)</p>	<p>"Silencers"</p> <p>Cash Users</p>												
Low	<p>"Cash cows"</p> <p>Cash generators</p>	<p>"Dogs"</p> <p>Cash in Balance (some + some -)</p>												
	High	Low												
Build/hold share	Build Market Share selectively													
Hold share/harvest <ul style="list-style-type: none"><li>• Cash moved to other units</li></ul>	Withdraw Harvest Share													
Hints and Pitfalls	<ul style="list-style-type: none"><li>Do:<ul style="list-style-type: none"><li>– Validate your market definition with your client.</li><li>– It is critical in measuring both relative market share and industry growth rate.</li></ul></li><li>Don't:<ul style="list-style-type: none"><li>– Use as the only resource model – use in conjunction with other evaluation (e.g. resources).</li></ul></li></ul>													

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**JR Anderson**



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