

I'm not robot!

INTRODUCTION

STARBUKS founded in **1971** in **SEATTLE**, It has there outlet in **43** countries around the world. It is one of the most respected brand, winning award such as-

- ❖ **BEST BUSINESS**
- ❖ **MOST ADMIRER COMPANY**
- ❖ **100 BEST CORPORATE CITIZENS**

There was a time when **WALL STREET** portrayed **STARBUKS** as the “**THIRD PLACE**” after **HOME** and **WORK**.



to customer and specialty means customer royalty. The sale for 2004-2005 periods is less than 10% from 2003 to 2004 which is 20%.

Another significant observation from the statement is the operating income. It is shown that from 2003 to 2005 the income is increased. It could be because of the performance of the company is going concern. Operating income from 2003 to 2004 is increased by 44%. This drastic increase is because of the purchase of Seattle's Best Coffee and Torrefazione Italia from AFC Enterprises, bringing the total number of Starbucks-operated locations worldwide to more than 6,400.

While the shareholder is important to any company, the net earnings per share are equivalently important to the shareholders. As observed, the net earnings of share diluted of the company increased from \$0.34 in 2003 to \$0.49 in 2004, reaching \$0.61 by 2005. This is because of the company performance in achieving target. The net earnings per share increased by 44% from 2003 to 2004 and increased by 24% from 2004 to 2005.

B) Projected Balance Sheet

Fiscal years 2003-2005

Summary

- Current situation
 - 85% of its stores in NA
 - US
 - 80% of revenues are
 - 99% of operating income



Starbucks in china problems. Starbucks in china case study. Starbucks in china success.

Starbucks Coffee Company has been in operations since the year 1971. The company has shown deep commitment towards ethical business by sourcing the best Arabica coffee for its extensive customer base. The Starbucks Company has existed in China for more than one decade and has more than 600 outlets across the big cities of China. Due to positive culture, the Starbucks Company has achieved rapid expansion and relatively stable profits despite competition from other brands. This analytical treatise reviews the effects of the external culture on the Starbucks Company's organizational culture and performance in the Chinese market. Effects of external culture The Starbucks Company has demonstrated that there exists a complex network behind its formal organizational chart. The teamwork based organization structure actually identifies the hierarchy of the organization structure in order to understand the complex network. In addition, it provides myriad illustrations of persuasive importance of problem definition within communication contemporary context. Also, the strategies of investigation, ramification, and elements of the problem definition are addressed in its chain of command. The external culture of the Starbucks Company may be categorized as brand culture, corporation culture, and coffee culture. The company's corporation culture has been proactive in promoting transformational leadership and constant staff motivation. The company's organization structure is characterized by servant leadership. Reflectively, servant leadership is characterized by the ability to demonstrate authenticity, value people, develop people, build community, provide leadership, and share leadership with a team or a unit in an organization. For instance, the branches in China have sales team managers who are servant leaders since their role within the sales teams are to proactively provide direction while participating alongside the one itneivid Ativittudorp id etneizouq li ©ÄhcniffÄ enoizzaznagro'led otmenanoizunf id e anaiditouq enoitseg id aietram ni atsv id itnup orol ia erubirtnoc ertloni onosop itnednepid I .avitaznagro enoizacimnoc us alled enoisnerpmoc al osev aznesse ednarg id "Ä otseuQ .inoizarmfoni id oibmocs olled etnemlamrof anoizunf avitaznagro ordaug li ilaui i osrevarta ilanac e ilour us etanodroc e esividnoc inoiza erarolpse de eraqeips len elainzertocsid oicorppa nu otappulvis ah ynapmoc skcubratS al ,avitaaorp avitaznagro arutluc anu erilibats id Atisseeen al noc ilibanicivva e ivittaaorp otlom onos itnednepid I .itnednepid i art otroppus e azneiciffie id arutluc al eraerc rep otatgorop opocs id oibomis id eladneziza Ätinu'len otaroprocnio otats "Ä otneleme otseuQ .oroval orol len ivitisop itatlusir 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Noisedc gnikam nehv sremotsuc FO sdeen eht sreednec ynapmoc eht yb decitcarp pihrsredael lachite ,Ecnatsni ROF .Tumummoc Rediw eht has done relatively well. Just when people started to consider it as a good example to follow for a western company, it turns out that its new Chinese name means something weird in Chinese Language and people started trolling about it. [Source] There hasneÄÄÄt been an ideal example. However, the growing popularity of Starbucks Coffee in China is an interesting phenomenon and has caught much attention from the industry. Initially, it might seem strange and even risky to market Coffee to a nation of historical tea drinkers but the Chinese market has changed dramatically. There is a growing demand for international ideasÄÄÄs, brands and companies. According to market research company eMarketer, Chinese consumers are projected to spend over \$150 billion on foreign-made goods by 2020, a sign that the traditional Chinese trait of frugality is gradually being eroded by the free-spending attitudes of today's younger generation. The increasingly affluent middle and upper classes in China have not only more disposable income but also seek a higher quality of life and a more cosmopolitan, global lifestyle. China is currently the second-largest market for Starbucks outside of the U.S.ÄÄÄy 2021. Starbucks aims to have nearly 5,000 stores across China. It's been a long road already for the coffee giant in the world's most populous nation, where it opened its first store 17 years ago. It is planning a massive expansion in China over the next couple years that will nearly double its locations in the country. It might seem risky for a coffee company to expand so aggressively in a culture of tea-drinkers. But Starbucks has altered its stores and products to adapt to local tastes and the strategy appears to be working. "We had to educate and teach many Chinese about what coffee was - the coffee ritual, what a latte was," Howard Schultz - CEO, Starbucks said. "So in the early years, we did not make money." Last year, I realized that 2 anu atats erpmes "ÄC .isenic evitattepsa el e ilaicos ehcimanid el enoizaredisnoc ni oserp ehcna ah tnepeganam id eires anU .esenic arutluc al arcoena onanibba am "nretseW" onos ehc ehcinu ednaveb eraerc rep erotamusnoc led oilorff li erednerpmoc rep itidnoforppa iduts ecludnoc Äteicos al .isenic evitatsug ellipap ella israttada rep itazzilanosrep etnemralocitrap onos ehc kcans e ednavbe id otazzilacol etnematta unem nu otodortni ehcna ah skcubratS .anIC ni itnamrofröp 'Äip otodorp orol li .elogarff id opporics e aloicirbs is rekcarc maharQ .amerç oiggarrof la atatnom anap anU anicupparF alogarff alla alogarff onisrep a ilanoizidart tressed ,anul alla erot, esenic "Ät lad ,elacol "Ät id esab a itneidfergnis us atasab analceorpp li ednaveb odnecudortni "Äffac led arutluc al e "Ät la ereb led arutluc al art oiravid li otamloc ah skcubratS .elical otats "Ä non otacrem len skcubratS id ossergni al e "Ät li eveb ehc enoizan anu "Ä anIC al Ä .ocinu edner ol asoc e ocinu edner ol ehc "Äic e "skcubratS id onemoneF" olirpac id otacrec oH .otted ah , "osse ni "Äffac nu ah non es ehcna .onam ni skcubratS "Äffac id azzat anu noc ossusul otmes iM" orol a otivres enevf non otseg otseuq es oizivres ous li rep allets I enoitto atsittu"L .otunevneb id oiggassem nu noc atulas li e anihccam alled atrop al erpa ehc elanosrep astitua nu noc ossul id ikat id enoizussa' l edulcni ehc .ossul-artu ativ id elits olla itautiba onos aM .euqumnoc ecaip im odnaug ad itunim 03 rep eranimmac ebberceaisid im non .elareneg nl .icradna id onatufir is ikat i onisrep ehc oniciv "Äsoc are skcubratS id teluuo otseuq .itjeffe ni .jdeip ni erats e eranimmac ecaip non .ativ id elits orol li odnesonoc .Äffac orol li erarrefra rep olos aidem ni itunim 01 rep adoc ni onnarramir .teluuo' otnuiggarr reva opoD .oicifide ortson len "Äffac 3 Äig omaibba ehc ottaf li odnaredisnoc .onivciv 'Äip skcubratS ollad eradna rep olos etrap anu rep itunim 51 rep onanimmac ingelloc iem I itnednepid itnednepid i eresconoc rep ozrofs onu af ehc onoeizerid al noc Äteicos atseuq ni ailgimaf allus isafne anoizunf aroimF .ilatnemadnof irolav orol i odnetnam anIC alla israttada rep sseenisub id olledom orol li erattada id odarg ni itats onos .itinU itatS ilga ottepsir asrevid are esenic li aviriffo ehc erolav id enoizisoporpp al ehc "Äpac skcubratS .otseuq oitroporp ottaf ah skcubratS e .anIC ni osseccus ereva rep ilacol itacrem ia edneiza orol el erattada ilabog ihcram i rep elatnemadnof Ä .adnezizä' rep gnitekräm id iroitaicsabma iroilgim i onoS .itneilc ia äcneirepxE skcubratSä al erinroff id ortnec la onos itnednepid i ©Ähcrep niw-niw aigetarts anu "Ä atseuQ .itnednepid ious i eramrof e eratulcer len oroval omitto nu ottaf ah skcubratS .stacyoc i etrap a skcubratS ossem onnah ehc .isenic itisirab ied irgella itulas iad otanoisserpmi otsamir onos ,anIC ni atlov amirp al rep skcubratS onu otattisv oh odnaU .itnednepid len ertisevni "Ä etnatropmi aigetarts anU .enimret ognul a ongepmi nu edelchicR .erepmor ad elical otacrem nu "Ä non anIC al .inavoig 'Äip irotaroval i art amron al "Ä atlas ehc oroval li iuc ni esepap nu ni otneimmoc orar nu "Ä otseuQ "Oognul a 'Äip eranamir id ottepsa im "Äsoc iuq eraroval ecaip im e oroval oim li ecaip iM .enoizerid alled aruc oserp otmes iM" .otted ah im inna euqnic ad skcubratS a aroval ehc atsirab nu' otat "Äsoc ecaip ilq odnaug ad esinif onut orol li opod ehcna orig ni erats e eranamir .otnemarappa oim la oniciv skcubratS id itisirab i ,otaton oH .elatnedicco adneziza isaisiaug rep elibamitseni "Ä atazzilaiceps e elacol aznesconoc id opit otseuQ .ilaicufnoc irolav ied äznatropmi' l aipma 'Äip esenic Äteicos allen acresir id odarg otia nu ettelfir e etneqilletni "Ä otseuQ jebnOFF .airatimas enoizarcussä irotineq ijeuq eririffo id amargorp ni ehcna "Ä ehc aiziton anu are'C .otnemeteceR ä skcubratS a itnacifitarg areitrac id isrocrep id eretucsid reganam i eralotaca rep oizogen id rentrap id irotineq i rep itunet itats onos ailgimaf id murof ih ,ehc enoizaraicid anu ni otted ah .Äteicos al .well .2 .Long-term commitment with local commercial partners, long-term commitment also means patience. It takes time to educate the market and get the customer's faithful. The li That investing in long-term plans can be sure to collect beautiful rewards. If Starbucks can be successful in an improbable-sucking market, there is no reason that any other company, large or small, cannot be successful in China. The ability to think differently, to do homework, implement right strategies, adapt to local markets, and to engage in the long term are all important steps to achieve this goal. Starbucks understood that he needs to work with the commercial partners who understand the market. From the collaboration with Tata Global Beverages in India to collaborate with a Chinese company Tingyi Holders to do and sell "ready to drink" products in China. Commercial laws and practices can make it difficult for foreign companies to grow without advice, knowledge and local networks. China is a complex and homogeneous market. Within the country, culture and demography differ between the regions. To counter this problem, Starbucks has collaborated with regional players to gain access to the Chinese consumer. In Northern China, he collaborated with Beijing Mei da, a regional coffee company while in East he collaborated with UNI-President, a company in Taiwan. To make his presence feel in the south of China, Starbucks worked with Maxim catering, a company based in Hong-Kong. These partners provided Starbucks information on the tastes and preferences of Chinese consumers and contributed to building on local skills. This example shows that being able to adapt to this different market often requires this type of international collaboration. 3. Positioning and creation of question Starbucks literally created coffee demand in China. Traditionally, a nation of drinking Te, Starbucks has revolutionized as the young Chinese consumer sees coffee by adopting a strategy id id odarg ni "Ä de enoizarpisa oihcram nu emoc atamrefra "Ä is skcubratS .jggQ .irotamusnoc ia olleppa ottaf ah ehc skcubratS azneirepsä otacrc ah adnezizÄL .otmenanoizisop e gnindnar id Premium prices. Starbucks charges up to 20% more for its coffee products in China compared to other markets. Too many western brands push for the market share by cutting prices, which would have been a losing strategy for Starbucks. Chinese state media have attacked Starbucks for this practice, but the company says that the prices are due to the highest costs to do business in the country. Rather than advertising, he has projected his image of the brand by selecting high visibility and high traffic locations. Food is also labeled with the country where it was imported to deal with the concerns of Chinese consumers for food safety. By loading a larger price, they took on a great risk of positioning their company as a premium brand and worked well. Once Starbucks decided to enter China, he implemented an access strategy to the intelligent market. He has not used any advertising and promotions that could be perceived by the Chinese as a threat to their culture that drinks the tea. Instead, he focused on the selection of high visibility and high traffic positions to project his image of the brand. The next thing Starbucks did was capitalize on the culture that drinks the Chinese consumers by introducing drinks using popular local ingredients such as green tea. "This strategy has actually transformed potential obstacles to the favor of Starbucks. Chinese consumers quickly developed a taste for Starbucks coffee, which was essential for Starbucks' success in China. The middle class in China quickly accepted western standards as acceptable standard of the bourgeois class. In addition, Chinese consumers accept purchases of luxury goods as a means of pursuing a premium lifestyle. Under the influence of communism, the Chinese have the obvious consumption of a lack of nationalistic orientation. Capitalism in China supports the population waiting for the status that manifests its interest in keeping up with the Joneses through excessive luxury.Chinese government's support for luxury consumption is particularly evident in some cities in China. For example, the second-level city of chengdu serves as a case of market research in Chinese government support of capitalism. chengdu promotes capitalism at a level highlighted by the presence of shops such as louis vuitton and cartier in its center. According to chengdu retail industry association, stores selling 80% of international luxury brands are located in chengdu and the city is third in luxury sales after pechino and shanghai. It is easy to see how this national orientation towards luxury goods extends to the starbucks brand, which is characterized by a certain degree of exclusivity. starbucks literally created that question. now you can find a starbucks almost in every main street of coastal cities in China. Once I was having dinner at my friend's house, even his 70-year-old father started telling me how he drank coffee after meals, rather than tea, to help his digestion. starbucks revolutionized the way Chinese view and coffee. 4. social environment one of the key marketing strategies of starbucks is to offer customers an exceptional experience. chic interiors, comfortable seating chairs, larger seating space and optimistic music are not only differentiated that distinguish starbucks from the competition, but also have a strong appeal for young generations who fantasize about Western coffee culture as a symbol of modern lifestyle. many go to starbucks not only for a cup of frappuccino, but also for the starbucks experience that makes them feel cool and fashionable. Therefore, starbucks has established itself as an aspiration brand and is able to charge premium prices. many Chinese coffee drinkers attribute greater value to experience and e e enoisnerpmoc alled äznatropmi' l artsomid otseuQ .ossets Äffac led Ätilaugh allus ehc otsoittup , Äffac itseuq onorffo .enoizisoP .eralocitrap enoizisop aus allen itneilc ia atnede is ehc ednaveb id oilgotatrop onus led Äteirav aipma' nu art ereilgeecs id Ätilibisseif al oizogen ingo a ehcna erffO "tseW steeM tsaeE" acinu aleccsim anu eraerc rep irotamusnoc ied otsug id oilorff led isilana aipma' nu ottaf aH .isenic irotamusnoc i rep arusim us etnemralocitrap "Ä ehc otazzilacol etnematta ednaveb id unem nu ah skcubratS .otavorp etnemaoerre ah yabE ertnem "elabog amrofataip" ,ilabog itidorp" acilignis non elabog oihcram li .munimr ihcram emoc isiribats olled isenic edneziza ella ottepsir ovititepmoc oigatnav nu onnah Ätilaugh id izivres e itidorp id enoizutaper al onnah .elareneg ni jlatnedicco ihcram I .ilabog dradnats orol i isfidios elacol oizogen ingo ni oizivres li ehc ertnarag e ides evoun ni skcubratS arutluc al erilibats a erautia rep oihcram led iroitaicsabma ad onognuf itisirab itseuQ .itnednepid ivoun erartsedde e itacrem ivoun ia itamrefra itacrem iad itisirab iroilgim orol i eravni id alleuq "Ä skcubratS id ehcitarp iroilgim elled anU .oihcram led .Äitargetni' l erenatnam rep itnemidevorp oserp ah e elabog oihcram onus led erolav li ednerpmoc skcubratS .iraffa onnaf o itnelc ertnaccni a onognev inuac il .irailimä e icima noc onareihcchac e onodeis is enosrep eL .enoizantised anu onus iuq eirettafac el ,ecevni .onnav e onareffa non isenic itnelc ied adrap roigam al ,eoJ id antituum azzat anu aznes etnorf raf a onocseir non ehc .inacirema ilged äznereffid Ä .rep oimerp nu eragap a itospid onos irotamusnoc i ehc "Äic "Ä otseuq e Ätiliughant e Ätiliughant id etneibma nu acrec is .otamusnoc "Ä iuc ni elaicos etneibma' l rep otmenazzerppa orev nu ecevni am , Äffac led "etseap" li rep otat eserf "Ä non adnam adL .esenic otacrem li

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