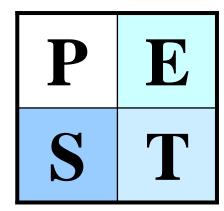
Continuous Improvement Toolkit

PEST Analysis

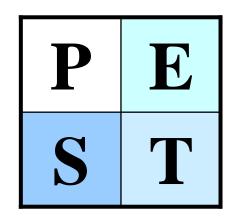




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PEST Analysis:

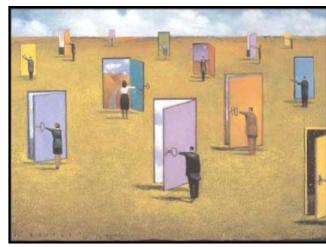
- Environment changes can create great opportunities and cause significant threats.
- □ PEST is a method for analyzing the macro-environment in which an organization operates.



- □ It is a strategic planning tool used to evaluate the impact political, economic, social, and technological factors might have on a project or a business.
- □ It looks at "big picture" factors that might influence a decision, a market, or a potential new business.
- PEST analysis is often linked and used with SWOT analysis.

Opportunities and Threats:

- Opportunities may come from new technologies that help you reach new customers.
- Opportunities may come new funding streams that allow you to invest in better equipment.
- ☐ Threats may include exposes you to intensified competition, a shrinking market or increases to interest rates.



PEST Factors:

Political	Economic	Social	Technological
Political stability	Interest rates	Demographics	Automation
Labor laws	Exchange rates	Lifestyle trends	Licensing
Trade restrictions	Inflation rates	Ethical factors	R & D funding
Tariffs	Economic growth	Health & safety	Technology incentives
Tax Policy	Seasonality issues	Customer buying patterns	Manufacturing maturity

Benefits:

- Provides an understanding of the wider business environment.
- □ It reveals the direction of change within your business environment.
- Encourages the development of strategic thinking.
- Raises awareness of threats to a project or a business.
- □ Helps avoid starting projects that are likely to fail, for reasons beyond your control.
- Helps an organization to anticipate future difficulties and take action to avoid or reduce their effect.
- □ Helps an organization to spot opportunities and exploit them.

Example: Low level of inflation ... Increase in Low cost of health consciousness ... communication ... Online banking Changing transactions ... family structure ... Increasing number Weak brand of internet users ... loyalty ...

Expanding the Analysis STEEPLED Adds:

Legal	Environmental	Demographic	Ethical
Employment laws	Air quality	Integration of minorities	Business ethics
Consumer protection	Climate change	Ethnic ratio	Freedom of information
Health and safety laws	Waste disposal and recycling	Living standards	Bribery
Discrimination laws	Sustainable energy	Religious makeup	Contract agreements
Privacy laws	Natural resources	Income distribution	