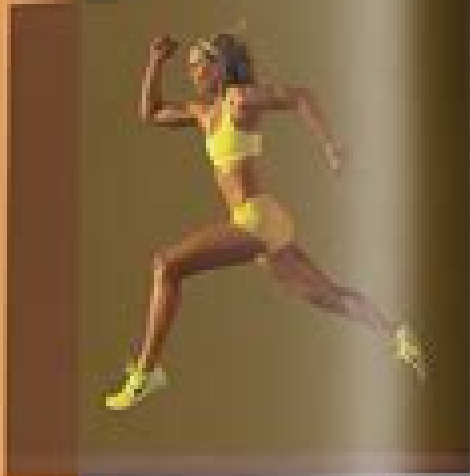


S.W.O.T



Strengths

- Strong, sustained brand name and image
- Superior quality of its products
- Extensive endorsements of its athletic products
- Consistent profits over the last several years
- Profitable collaborations with strategic partners worldwide
- Flourishing through its international subsidiaries and diversity of products

Weaknesses

- Price of Nike products generally perceived as pricey
- Misgivings of others about by Nike corporate subsidiaries

Opportunities

- Expansion into sporting goods and general merchandise sales (Sage 2005)
- Innovative new campaigns on running have led to sales generated (Lynn 2005)
- Acquisition of another brand of low-priced shoes to expand market (Sage 2005)
- New strategy and logo for Boost and Nike Boost brand (New Street 2005)

Threats

- Rising oil prices are pinching consumer spending for pricey shoes
- Acquisition of Reebok by Adidas Salomon poses potent competitive threat (Lynn 2005)

Conclusions

Nike has been enjoying a steady consistent profitability due to its superior sports shoes, diversification of its products and its good relationship with its suppliers and distributors. However, the merger of Adidas and Reebok poses a potent competitive threat for Nike's future profitability as they bring gas prices which could impact upon consumer spending. Therefore, Nike needs to focus more on expanding its market through its lower priced range of products in order to maintain its lead.



Nike Brand Manual

Brittany Bullard

A red circular graphic with a gradient, appearing as a partial circle or a thick arrow pointing to the right, located to the right of the author's name.

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