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Paper Example: SWOT Analysis - Real Estate Industry Essay

I have developed a SWOT analysis for my professional and personal expertise relating to the real estate business. By tackling each level, the next level will demonstrate to be a gratuity for me while operating in the industry (Leung et al., 2011). I have to be able to produce from my strengths to prevail over my weaknesses and utilize opportunities. This will permit me to defeat my aims in life within the industry. Below is the results of my professional and personal SWOT analysis:

Strengths

Networking involvements, multi-tasking ability, creativity, fancy to succeed, quick response, strong reputation in the market for the existing agents, customer service, community involvement, ability to work independently able to change direction faster, a lot of time for excellent customer service, team player, and well educated about the property market (Leung et al., 2011).

My strengths will provide the best chance one could have to shine in this industry. Having the ability to work independently will be a significant upper hand when giving out listings (Leung et al., 2011). My strengths form an important part of my company. They are the things I do better than anybody else. They form the values which drive the organization's goals and objectives. My organization's aspects is also a strength because it brings me a clear advantage by providing production process of high quality. As a result of my organization's team analysis, I realized that the main strengths of the real estate business lie in its low overheads, technical expertise, and agility. These have allowed it to provide good customer service to a small client base.

Weaknesses

No market presence - innovate and be creative in advertising the company to make its presence;
Vulnerable to staff turnover - screen well during interview process and provide an enjoyable environment for the staff; and Unreliable cash flow - seek advice from experienced business achievers in this industry (Leung et al., 2011). These weaknesses form part of the unpleasant experiences I have encountered in the organization.

Weaknesses are always inherent characteristics of my organization as they focus on procedures, people, systems, and resources. Weaknesses enable me to think about how I can improve on and the kind of activities I need to avoid. Imagining how other individuals in my organization view me is crucial in helping me come up with my weaknesses (Leung et al., 2011). This helps in uncovering the weaknesses I am always blind to. I do take time to examine why and how my competitors are performing better than me and find out the things I lack. The weaknesses of the organization are also to do with its size. The real estate industry will have to invest in training, improving the skills of its small staff, and focus on retention so it won't lose its key team members.

Opportunities

Competitors obtuse to adapt to new technologies; enlarging on the industrial sector with many

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Karin Nielsen-Saines



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