

Name: _____

Date: _____

Business Growth

F T A V H I Z V V T X D I O X F W L R T J A M B
H T W O R G L A C I T R E V S D R A W R O F W H
X Y F T J I X J A K Y P N S K N S J N Q P H W M
H D F V O L U I W K E F X Q J I D C M U B B A G
G C O Z M R Z N N B S X T Z H N R C C X D U P Y
O I V H F E B O E G S P T A O V S H O X Y M B H
M N I O Q V S R C B A E B E K G U O U C N Y R Z
S A K R P J X G O Q Q W S P R E D A A P O R V G
A G V I N U G A G I M A M D Z N O D F M I T G A
Y R K Z Z A M N J N R Y X E O V A V G N T B S D
S O K O P F K I R T T D R R C C Q L E V A N R X
C N V N X S O C A E R K E A J A J F B R C H G A
A H Q T G S M H K R X R M H X C Q F C Z I P G M
F D R A V E B D C N U D Z S T X X R J T F A G M
M P N L M N I N A A D O D T R L X Y M F I P E A
E F X G A U P J C L P B D E E N D V M P S J J O
C N P R T L B B H Y W E T K G B E A T J R D H E
M X I O M A N L S T K T P R R Q P K C G E D O R
K V L W Q W B D P E K B K A E O L R C H V C Y H
L S O T O Y F O H X Y H M M M H A E A S I W R B
I U U H K V C Z X S I V K E V T Z T V W D Z I X
J V V Z K Y L V H V I B P Q A T E Q Q F Q D L V
K C O M S O M V N T Q F Z B E P A X M N J D I B
D B A C K W A R D S V E R T I C A L G R O W T H

Backwards vertical growth

Forwards vertical growth

horizontal growth

Diversification

market share

Inorganic

external

internal

takeover

Organic

merger