**ASSIGNMENT QUESTIONS ENI**

1. What is Eni’s corporate strategy?
2. Evaluate Eni’s corporate strategy. How well aligned is Eni’s strategy with (a) the characteristics and requirements of its industry environment and (b) Eni’s resources and capabilities?
3. Looking ahead over Eni’s next 4-year planning period (2013-6), what are the main issues that face the company? How should Eni allocate its resources across its different businesses and between different geographical areas? In particular:
   1. Should Eni divest its chemicals business? What about its engineering, construction and oilfield services subsidiary (Saipem)?
   2. Should Eni seek to establish itself as a major supplier of electrical power? Should it invest in renewable energy sources (e.g. wind power)?
   3. What should Eni’s international strategy be—especially in relation to its downstream businesses (Refining and Marketing; Gas and Power)?
4. Should Mr. Scaroni initiate organizational changes with regard to organizational structure, management systems, and corporate culture?