Category

Strategy

Strategy for Regulated Industries Playbook

Building competitive strategy when regulation shapes what's possible, not just what's compliant

- Executive
- Advanced
- Template Included

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- 24 December 2022
- 3 minute(s)

Overview

A framework for treating regulatory constraint and regulatory change as strategic inputs — sources of both risk and advantage — rather than a compliance overlay applied after strategy is set.

Which industries is this built for?

Originally developed for energy, financial services, and healthcare, but the framework applies to any industry where regulatory approval, licensing, or compliance materially shapes competitive dynamics — telecommunications, insurance, and pharmaceuticals included.

Isn't regulatory strategy just the legal or compliance team's job?

Compliance is legal's job. Regulatory strategy — anticipating how regulatory change reshapes competitive advantage and positioning the company ahead of it — is a strategic function that needs legal input, not the reverse.

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