Abstract

Restoran Boboko Bu Euis is a business engaged in culinary that provides

traditional Indonesian Sundanese dishes. With the Timmons approach, Restoran

Boboko Bu Euis will be analyzed in terms of existing resource and team business

models, then analysis in terms of external conditions which include opportunities

in Timmons' approach, macro environment (politics, economy, social and

technology) and industrial environment (five force porter). Afterwards it will be

concluded that the development strategy that can be applied to achieve business

continuity in the face of business competition using the SWOT method.

The research method used is a qualitative method, precisely through interviews.

The results of the study show that resources utilize the company's capital strategy

and savings for the development of new menu innovations, as well as conducting

research and development on the use of raw materials. The team conducted

deliberations on adding new menu variations, made savings on costs to develop

new menu variations, made use of production work experience of employees to add

new menu variations, and planned raw material needs in the face of rising raw

materials. Business opportunities at Restoran Boboko Bu Euis can be said to be

good if increasing product selling prices to cover the needs of the company, make

a new plan to work with online partners and make a new plan for the installation

of digital payment.

Based on the results of the study, the researchers concluded that the aspects of the

Timmons model at Restoran Boboko Bu Euis were quite good. Suggestions from

researchers, you should need to apply the right strategy so that the expected goals

of Restoran Boboko Bu Euis are reached

Keywords: Strategy, Business, Timmons model.

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