

Global Automotive Retail Market

*From selling cars on the spot to
centrally managing the retail grid*

September 2013



Acknowledgements

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Last but not least, this study would not have been possible without the valuable ideas, editorial efforts and writing of Christian Blocker, leader of the Automotive Think Tank in Germany. In this context, we would also like to acknowledge the support of Monika Pfeiffer and thank her for her efforts during the course of this study.

Editorial

"If I had asked people what they wanted, they would have said faster horses," said Henry Ford more than a century ago. Today we know that was right. In fact, I believe Henry Ford's paradigm has proven to be true not just for the automobile itself, but for automotive retailing in general. His success demonstrates how a game-changing innovation can never simply be an improvement of an existing idea.

Looking at the current auto-retailing sector, it is apparent that the management of dealer networks – as well as the dealers' business model – has largely changed in decades, and is even being adopted in the so-called emerging markets, without any major modifications. It is perhaps time for automotive decision-makers to ask themselves: are we merely betting on faster horses, rather than taking more radical steps?

Against such a backdrop, this study addresses the most recent developments in the automotive retailing sector and, looking forward, aims to come up with a generic approach to determining an auto retail market's maturity level.

Our findings suggest that every automotive retail market will go through certain stages in its evolution. The challenge is to know when the tide has turned, as each phase will require a unique mix of competencies, solutions and strategies, in order to succeed on the national or global retail grid.



Matthias Meyer
Global Head of Automotive

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Next Generation Supply Chains Rosanna Fornasiero,Saskia Sardesai,Ana Cristina Barros,Aristides

Matopoulos,2020-12-31 This open access book explores supply chains strategies to help companies face challenges such as societal emergency digitalization climate changes and scarcity of resources The book identifies industrial scenarios for the next decade based on the analysis of trends at social economic environmental technological and political level and examines how they may impact on supply chain processes and how to design next generation supply chains to answer these challenges By mapping enabling technologies for supply chain innovation the book proposes a roadmap for the full implementation of the supply chain strategies based on the integration of production and logistics processes Case studies from process industry discrete manufacturing distribution and logistics as well as ICT providers are provided and policy recommendations are put forward to support companies in this transformative process

Decision Analytics Applications in Industry P. K.

Kapur,Gurinder Singh,Yury S. Klochkov,Uday Kumar,2020-05-27 This book presents a range of qualitative and quantitative analyses in areas such as cybersecurity sustainability multivariate analysis customer satisfaction parametric programming software reliability growth modeling and blockchain technology to name but a few It also highlights integrated methods and practices in the areas of machine learning and genetic algorithms After discussing applications in supply chains and logistics cloud computing six sigma production management big data analysis satellite imaging game theory biometric systems quality and system performance the book examines the latest developments and breakthroughs in the field of science and technology and provides novel problem solving methods The themes discussed in the book link contributions by researchers and practitioners from different branches of engineering and management and hailing from around the globe These contributions provide scholars with a platform to derive maximum utility in the area of analytics by subscribing to the idea of managing business through system sciences operations and management Managers and decision makers can learn a great deal from the respective chapters which will help them devise their own business strategies and find real world solutions to complex industrial problems

The Report: Egypt 2014 Oxford Business Group,2014-12-02 Egypt s history has been marked by a host of dynasties empires regimes and governments and it remains a leading regional power today Since 2011 a state of transition has become a more or less permanent feature of Egypt s political scene However the political situation seemed to have stabilised in late 2014 particularly after Abdel Fattah El Sisi was sworn in as president A parliamentary election is expected in the first half of 2015 under the new constitution

Strategic Market Relationships Bill Donaldson, Tom

O'Toole,2007-05-21 The book develops the student s understanding of the nature relevance and importance of creating and sustaining relationships as a strategic resource It takes a managerial perspective to the study of relationships from strategy to implementation The first edition was the first text that comprehensively addressed relationships as a strategic issue and considering relationships as strategic and as a basis for competition is central to this book In a nutshell strategic market

relationships is the process of analyzing formulating and implementing a relationship strategy for an organization

EBOOK: Principles and Practices of Marketing 10/e JOBBER AND ELLI,2023-02-21 EBOOK Principles and Practices of Marketing 10 e *Automotive Industry Trends Affecting Component Suppliers* Paul Bailey,International Labour Organisation. Sectoral Activities Programme,2005 Conference papers and proceedings Automotive Disruption and the Urban Mobility Revolution Martin Lempp,Patrick Siegfried,2022-01-01 This book provides an integrated perspective of the automotive market for the next decade It shows how customers and producers are shaping the market simultaneously and contends that the first steps of the mobility revolution have already been taken It compels automotive companies to strike new paths to participate in this journey The authors provide a comprehensive analysis of the automotive industry including prevailing business models of OEMs and tier n automotive suppliers the competitive environment they are embedded in as well as socio economic changes affecting future market conditions Subsequently elements of the automotive disruption are presented these enable the provision of novel urban mobility concepts and offer a new source for additional services accompanying the user A comprehensive insight into consumer behavior potential automotive business models which can be sustained by 2030 smart city models transformation strategies and diverse market penetration scenarios are also provided in the book It also outlines the challenges and key actions that shape the automotive sector even beyond 2030 as well as knock on effects across different industries arising from the technological and economic changes in the automotive market are projected

Business and the Risk of Crime in China Roderic G. Broadhurst,John Bacon-Shone,Brigitte Bouhours,Thierry Bouhours,2011-12-01 The book analyses the results of a large scale victimisation survey that was conducted in 2005 06 with businesses in Hong Kong Shanghai Shenzhen and Xi an It also provides comprehensive background materials on crime and the criminal justice system in China The survey which measured common and non conventional crime such as fraud IP theft and corruption is important because few crime victim surveys have been conducted with Chinese populations and it provides an understanding of some dimensions of crime in non western societies In addition China is one of the fastest growing economies in the world and it attracts a great amount of foreign investment however corruption and economic crimes are perceived by some investors as significant obstacles to good business practices Key policy implications of the survey are discussed The British National Bibliography Arthur James Wells,2000 **UK Directory of Executive Recruitment** Executive Grapevine International Limited,2004-07 The UK Directory of Executive Recruitment is a comprehensive source of information on the UK s executive search and selection consultancies

Emerging Technologies for Electric and Hybrid Vehicles Jesús Manuel González Pérez,2018-10-17 This book is a printed edition of the Special Issue Emerging Technologies for Electric and Hybrid Vehicles that was published in energies

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Multinationals: Four Strategies for Disrupting Markets and Building Brands Amitava Chattopadhyay, Rajeev Batra, Aysegul Ozsomer, 2012-05-18 Praise for THE NEW EMERGING MARKET MULTINATIONALS One of Strategy and Business's Best Business Books of the Year This book is a real eye opener. It will forever change your assumptions about international economic competition and who the winners will be. PHILIP KOTLER Kellogg School of Management and author of *Winning at Innovation* An insightful read essential for those wishing to understand the evolution and growth of emerging economy EMNCs and how they will reshape global market structures. ANAND MAHINDRA Vice Chairman and Managing Director Mahindra Group India As this timely book so insightfully points out the rise of emerging market multinationals is shifting the global competitive landscape and forcing us to think hard about new growth strategy and talent equations. A must read for business leaders responsible for navigating today's global environment. MUHTAR KENT Chairman and Chief Executive Officer The Coca Cola Company This book offers an array of fascinating examples and an interesting framework for stimulating thinking about EMNCs strategic options. PANKAJ GHEMAWAT IESE Business School and author of *World 3.0* A must read. The book is well researched and provides compelling case illustrations. I highly recommend it. W CHAN KIM Professor INSEAD Codirector INSEAD Blue Ocean Strategy Institute and bestselling author of *Blue Ocean Strategy* This is the future of global competition. You need to understand it if you aspire to be a player or if global markets are now a part of your strategy. DAVID A AAKER Vice Chairman Prophet and bestselling author of *Brand Relevance* This book gives a clear idea of the success formula of emerging market multinationals by showing practical insights based on a deep understanding of EMNCs. This will help readers from any type of company structure their own growth strategies. WONHONG CHO Executive Vice President and Chief Marketing Officer Hyundai Motor Company An excellent collection of ideas and examples that should inspire companies in emerging markets looking to build brands and markets anywhere. BUSINESSWORLD About the Book LG HTC Tata Haier Lenovo Arcelik Natura From smartphones and computers to blue jeans and beer companies from China India Taiwan Mexico Turkey and other emerging markets are now winning leading market shares with their own branded high quality products rather than with poorly produced products sold under others brand names. These emerging market multinational companies EMNCs are giving the incumbent market leaders of North America Western Europe and Japan a run for their money in the areas of innovation branding and marketing. How have these small under resourced businesses come so far so quickly? And what can you learn from their strategies and tactics? Renowned experts in global branding and marketing the authors of *The New Emerging Market Multinationals* conducted an in depth study of 39 EMNCs to reveal the innovative compete from below strategies and tactics fueling these companies meteoric rise. The authors identify four strategies driving this growth: COST LEADERS leverage existing low cost structures and large scale volumes to extend their reach into developed markets; KNOWLEDGE LEVERAGERS tap their existing resources and knowledge of home consumers and the market to build branded businesses in other emerging markets; NICHE CUSTOMIZERS combine their

cost advantages in manufacturing with newly developed low cost R D capabilities to develop customized niche segment branded offerings in other emerging markets GLOBAL BRAND BUILDERS use their low cost manufacturing and R D capabilities to build branded businesses in developed markets but limit their focus to specific products and segments through a process of focused innovation Whether you run an EMNC or a developedmarket company deep knowledge of the strategies outlined here is an absolute necessity for competing effectively now and in the future Don t get caught off guard by the new kids on the block because today s EMNCs are determined to be tomorrow s market leaders [Finweek](#) ,2006-04

Sources ,2004 [Automotive News](#) ,2004 **Hoover's Handbook of American Business** Hoovers Inc,2006-12
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Table of Contents Global Automotive Retail Market Kpmg

1. Understanding the eBook Global Automotive Retail Market Kpmg
 - The Rise of Digital Reading Global Automotive Retail Market Kpmg
 - Advantages of eBooks Over Traditional Books
2. Identifying Global Automotive Retail Market Kpmg
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Global Automotive Retail Market Kpmg
 - User-Friendly Interface
4. Exploring eBook Recommendations from Global Automotive Retail Market Kpmg
 - Personalized Recommendations
 - Global Automotive Retail Market Kpmg User Reviews and Ratings
 - Global Automotive Retail Market Kpmg and Bestseller Lists
5. Accessing Global Automotive Retail Market Kpmg Free and Paid eBooks
 - Global Automotive Retail Market Kpmg Public Domain eBooks
 - Global Automotive Retail Market Kpmg eBook Subscription Services
 - Global Automotive Retail Market Kpmg Budget-Friendly Options

6. Navigating Global Automotive Retail Market Kpmg eBook Formats
 - ePUB, PDF, MOBI, and More
 - Global Automotive Retail Market Kpmg Compatibility with Devices
 - Global Automotive Retail Market Kpmg Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Global Automotive Retail Market Kpmg
 - Highlighting and Note-Taking Global Automotive Retail Market Kpmg
 - Interactive Elements Global Automotive Retail Market Kpmg
8. Staying Engaged with Global Automotive Retail Market Kpmg
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Global Automotive Retail Market Kpmg
9. Balancing eBooks and Physical Books Global Automotive Retail Market Kpmg
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Global Automotive Retail Market Kpmg
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Global Automotive Retail Market Kpmg
 - Setting Reading Goals Global Automotive Retail Market Kpmg
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Global Automotive Retail Market Kpmg
 - Fact-Checking eBook Content of Global Automotive Retail Market Kpmg
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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