

Global Automotive Retail Market

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

September 2013

Acknowledgements

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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 he 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 barely 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 set of competencies, solutions and strategies, in order to succeed on the national or global retail grid.



Mathieu 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

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Sources ,2004 Automotive News ,2004 **Hoover's Handbook of American Business** Hoovers Inc,2006-12

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