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publisher description

vibrant and insightful this book introduces students and researchers to the basics of case study research adopting jargon free language it grounds its advice in concrete experience and real world cases using examples from across the social sciences gary

thomas provides practical guidance on how best to read design and carry out case study research with a focus on how to manage and analyze data the new edition of this bestselling book addresses crucial issues around ethics and has improved coverage of key themes such as rigor validity generalization and the analysis of case studies it demystifies case study research and answers important questions such as what is a case study when and why should case study methods be used how are case studies designed what methods can be used how do we analyze and make sense of our data how do we write up and write about our case bursting with real world examples and multidisciplinary cases and supported by a dynamic new website this book is essential reading for any student or researcher in the social sciences and humanities

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seminar paper from the year 2005 in the subject business economics offline marketing and online marketing grade a university of teesside teesside business school course strategic marketing language english abstract this paper analysis the case study vw phaeton by röhm and murphy 2005 about the launch of a luxury car by volkswagen since the introduction of the vw phaeton in may 2002 volkswagen has been under pressure as the company did not reach their sales forecast experiencing dramatic financial losses weernink 2002 it comments on the strategy of vw in terms of branding and positioning it also considers segmentation

niche and mass marketing as essential issues for vw various aspects of these issues are discussed as well as their relationship to customer loyalty and how they contribute to a business success finally it is summarised why the future of the vw phaeton is considered to be a bleak it could be shown that positioning is an outgrowth of segmentation and therefore presents an integral part of vw's strategy the paper shows that vw introduced the vw phaeton to move up market and to polish the vw brand however the company did underestimate their own brand which is associated with a people's car at the same time volkswagen missed to serve highly potential segments in the middle class segment in order to position the vw phaeton in the upper class a comprehensive marketing campaign was launched which could not add the missing emotional and prestige value to the vw brand in the final section it is argued why the future of the vw phaeton is a bleak mainly because of a strategic failure regarding the branding strategy

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in january 2000 the commission on japan's goals in the 21st century reported that japan needed to reform across several areas and that making english the official second language would help realize many of the country's goals this book works from the hypothesis that in service english courses facilitate change and understanding the research presented examines the impact of such programs on a select group of four japanese teachers of english in light of the move to english the book presents the most influential and radical curriculum change of the past decade in japan if japan wishes to reach its language goals the experience of the four teachers will be useful in deciding whether to place greater emphasis on teacher education and professional development

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