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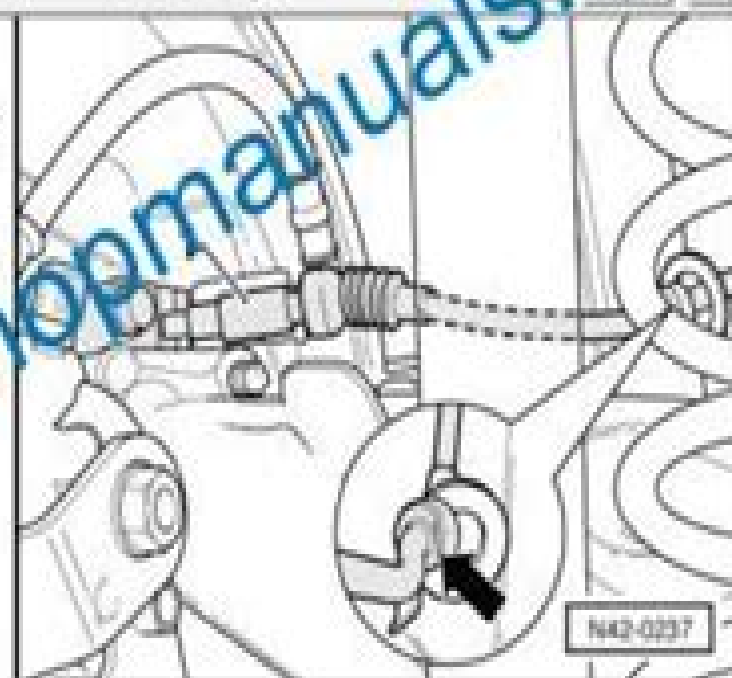


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User Manual Seat Arosa 2001

Saul Bernard Cohen



User Manual Seat Arosa 2001:

Autocar, 2001 *Der Kaufentscheidungsprozeß beim Automobilkauf - Ausgewählte Aspekte des Entscheidungsverhaltens* Jens-Arne Jensen, Jan-Stellan Jensen, 2001-10-23 Inhaltsangabe Einleitung Diese empirische Diplomarbeit geht einer Reihe von vier Arbeiten an, die alle aus dem von der weltgrößten Unternehmensberatung Accenture ehemals Andersen Consulting initiierten Projekt The Age of Mobility hervorgehen. Grundlage dieser vier Arbeiten bildet eine deutschlandweit durchgeführte Untersuchung Kaufprozess Mobilität 2000 zu den zwei Themenbereichen Kaufentscheidungsprozeß beim Autokauf und Mobilität. Diese Untersuchung wurde mit einem Budget von DM 25 000 im Auftrag von Accenture und der DaimlerChrysler Tochter MCC smart durchgeführt. Der dazu gehörige voll codierte 24 Seiten starke Fragebogen ist im Anhang enthalten. Ziel dieser Diplomarbeit ist es, die Entscheidungen eines Autokaufers in Bezug auf den Kaufentscheidungsprozess zu analysieren. Das Verhältnis des Konsumenten zum Autohaus und zum Autohändler sowie Finanzierungsformen von Neu- und Gebrauchtwagenkäufen werden untersucht. Ein Schwerpunkt dieser Arbeit liegt auf dem Autokauf per Internet. Die Arbeit behandelt in sämtlichen Schwerpunkten grundsätzlich andere Aspekte als die zweite Arbeit zum Thema Kaufentscheidungsprozess. Gang der Untersuchung Es wird das Phasenmodell des Automobilkaufs, eine zeitliche Abfolge des Kaufentscheidungsprozesses umfassend dargestellt. Daraufhin folgen Ausführungen zu dem Bereich Finanzierung von Automobilkäufen: Barkauf, Kreditfinanzierung, Leasing. Ein weiterer Schwerpunkt liegt auf dem Bereich Internet und Autokauf, wobei die Abstufungen vom reinen Internetkauf über den internetgestützten Autokauf bis zum herkömmlichen Autokauf analysiert werden. In jedem dieser drei Schwerpunkte werden Fragen aufgeworfen, aus denen sich Hypothesen ableiten, die zu Beginn der Untersuchung operationalisiert werden, um daraufhin in den Fragebogen einzufließen. In diesem Zusammenhang wird auch das Forschungsdesign und die Durchführung der Feldarbeit dargestellt. Die darauf folgende Datenanalyse bezieht eine Automobilitätstypologie mit ein, die aus den beiden Arbeiten zum Thema Mobilität hervorgegangen ist. Die abgeleiteten Erkenntnisse werden zum Ende dieser Diplomarbeit wieder aufgegriffen, um die Zukunftsaussichten der Automobilbranche in Bezug auf die Automobilkaufseite das Internet im Zusammenhang mit dem Automobilkauf und den Finanzierungsformen von Autokäufen.

Innovative Konzepte im Marketing: Co-Marketing als Kooperationsstrategie im Markenmanagement Vera Witte, 2004-05-14 Inhaltsangabe Zusammenfassung Die vorliegende Arbeit befasst sich mit dem Thema Co-Marketing als innovatives Konzept im Marketing. Die Definition des Begriffs Co-Marketing ist in der Literatur nicht immer eindeutig. Oft wird in diesem Kontext auch der Begriff Co-Branding gewählt, welcher allerdings häufig nur als eine Allianz zweier oder mehrerer Marken im Rahmen der Produktpolitik definiert wird. Um eine Definition zu finden, die über eine bloße Kooperation in der Produktpolitik hinausgeht und ebenso andere Kooperationsfelder im Marketing berücksichtigt wurde, von der Verfasserin der Begriff Co-Marketing gewählt. Co-Marketing wird dabei verstanden als Kooperationsstrategie im Markenmanagement. Kooperationen können dabei in den Bereichen Distributionspolitik, Produktpolitik und

Kommunikationspolitik auftreten wobei der Schwerpunkt der Arbeit auf der Darstellung der letzten beiden Bereiche liegt Einleitend werden die Begriffe Marketing Marke und Kooperation definiert um im zweiten Kapitel n her auf das Markenmanagement einzugehen Nach der Abhandlung der verschiedenen Funktionen von Marken f r ihre Anspruchsgruppen Konsumenten Markenfh rer und Absatzmittler werden die Ziele und Aufgaben des Markenmanagements dargestellt Auch die besondere Bedeutung die Marken f r Unternehmen besitzen wird ber cksichtigt sowie die Ver nderungen innerhalb der Rahmenbedingungen im Markenmanagement Diese ver ndereten Rahmenbedingungen sind h ufig der Ausl ser daf r dass Unternehmen vermehrt nach innovativen L sungen im Markenmanagement suchen Die Darstellung m glicher strategischer Optionen im Markenmanagement zu denen auch das Co Marketing z hlt rundet das zweite Kapitel ab Da es sich beim Co Marketing um eine besondere Form der Kooperationsstrategie handelt werden im dritten Kapitel Kooperationsstrategien vorgestellt Diese werden voneinander abgegrenzt und n her betrachtet In diesem Zusammenhang wird ein Sammelbegriff f r kooperative vertragliche Zusammenarbeit gebildet der f r das folgende vierte Kapitel von besonderer Bedeutung ist Dar ber hinaus werden u ere Faktoren die auf Kooperationen wirken und sowohl f rdernden als auch hemmenden Einfluss haben aufgezeigt und allgemeine Ziele und Konflikte von Kooperationen thematisiert Das vierte Kapitel bildet den Schwerpunkt der Arbeit und stellt Co Marketing als innovative Kooperationsstrategie im Detail vor Nach einer allgemeinen Definition werden Ziele die mit

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