

## SOLUTION CASE-5

### ***“MATCHING DELL”***

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# Matching Dell Case Solution

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## Matching Dell Case Solution:

Case Study Bastian Tinnacher, 2010-11 Wissenschaftliche Studie aus dem Jahr 2009 im Fachbereich BWL Unternehmensführung Management Organisation Hochschule Ludwigshafen am Rhein Sprache Deutsch Abstract In 1984 after generating 80 000 revenue per month from upgrading and selling computers out of his dorm room 18 year old Michael Dell dropped out of College and founded Dell Computer Corporation The start up company was faced to established industry giants like International Business Machines Compaq and Hewlett Packard To be competitive Dell implemented an innovative business model which made the company grow and achieve the status of the one No 1 PC provider in the U S www dell com Between 1994 and 1998 Dell Corporations revenue increased from 3 5 billion to 18 2 billion its profit from 149 million to 1 5 billion and its stock price by 5 600% This meant a twice as fast growth as Dell s major competitors and a triplications of its market share Rivkin Porter 1999 exhibit 11 This paper deals with the questions how Dell Corporation was able to enter the PC market managed to get that successful and which actions should be undertaken to improve its position in the future After this brief introduction the PC industry will be analyzed The third part deals with Dell s business model and the resulting competitive advantage Followed by that the reactions of Dell s competitors due to Dell s business models will be discussed and finally some recommendations to ensure and improve Dell s position in the PC market will be given

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*Encyclopedia of Management Theory* Eric H. Kessler, 2013-03-01 In discussing a management topic scholars educators practitioners and the media often toss out the name of a theorist Taylor Simon Weber or make a sideways reference to a particular theory bureaucracy total quality management groupthink and move on as if assuming their audience possesses the necessary background to appreciate and integrate the reference This is often far from the case Individuals are frequently forced to seek out a hodgepodge of sources varying in quality and presentation to provide an overview of a particular idea This work is designed to serve as a core reference for anyone interested in the essentials of contemporary management theory Drawing together a team of international scholars it examines the global landscape of the key theories and the theorists behind them presenting them in the context needed to understand their strengths and weaknesses to thoughtfully apply them In addition to interpretations of long established theories it also offers essays on cutting edge research as one might find in a handbook And like an unabridged dictionary it provides concise to the point definitions of key concepts ideas schools and figures

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