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This case describes the development of the PC industry, Dell ' s strategy, and efforts by Compaq, IBM, Hewlett-Packard and Gateway 2000 to capture the benefits of Dell ' s approach. The students are called to formulate strategic plans of action for Dell and its various rivals. After years of success with its vaunted " Direct Model " for computer manufacturing, marketing and distribution, Dell Computer Corp. efforts by competitors to match its strategy.

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Matching Dell Case Solution | Case Mentors

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minimize work-from-home stress; Oct. 23, 2020. The best
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Case Presentation - Matching Dell by Kristen McNamara

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799158. This paper provides a Berkeley Research case
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Michael E. Porter on Dell Computer Corp. The case focuses
on Dell ’ s competitive strategy in the face of changing
environmental conditions and increased competition from
Compaq, IBM, Hewlett-Packard, Gateway and other
competitors.

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Matching Dell | The Case Centre

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Matching Dell (B): 1998-2003 Case Solution And Analysis ...

The Matching Dell (A) case allows you to analyze relative costs in 1996 in detail. Please note that the case allows you to compare willingness to pay only qualitatively. To examine Dell ' s costs relative to its competitors, consider a typical PC equipped for the business market.

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