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Currently around 45 million passenger cars with conventional combustion engines powered by diesel or petrol are registered in Germany The share of electric vehicles is still well below one per cent Nevertheless the voices for sustainable and environmentally friendly transport are becoming louder One political measure in this respect is the implementation of driving bans in major German cities for some conventional combustion cars Car electrification is a solution for converting cars with conventional combustion engines to electric drives In the context of this thesis car electrification is regarded as a transition solution towards a nationwide electrified transport network of new electric cars A comprehensive concept of a business model approach from a start up perspective has been developed based on the analysis of the environment industry and customer needs Analysing the structure of the electrical conversion industry revealed that the subject of car electrification is hardly widespread and that current suppliers have only converted a smaller number of cars Besides the small scale of implementation the operational execution by existing suppliers can be considered weak in terms of competitiveness and sustainability The analysis of the needs of potential customers of car electrification using qualitative and quantitative methods has led to incredibly valuable insights for the development of the business model approach A high openness to purchase was expressed considering some of the factors mentioned such as a test drive with an electrified car before purchase and a durability guarantee of the conversion The high relevance of initial acquisition costs compared to operating expenses in the purchase decision for passenger cars is another precious insight The business model approach developed based on the findings obtained differs fundamentally from the strategies of today's providers By incorporating the existing infrastructure of workshops and service points proximity to the end customer and scalability of the business operation can be achieved Partnering with universities and industry are two critical elements in the development of a sustainable secure and user friendly technical solution The Toyota Way, Second Edition: 14 Management Principles from the World's Greatest Manufacturer Leffrey K. Liker, 2020-10-27 The bestselling guide to Toyota's legendary philosophy and production system updated with important new frameworks for driving innovation and quality in your business One of the most impactful business guides published in the 21st Century The Toyota Way played an outsized role in launching the continuous improvement movement that continues unabated today Multiple Shingo Award winning management and operations expert Jeffrey K Liker provides a deep dive into Toyota s world changing processes showing how you can learn from it to develop your own improvement program that fits your conditions Thanks in large part to this book managers across the globe are creating workforces and systems that produce the highest quality products and services establish and retain customer loyalty and drive business profitability and sustainability Now Liker has thoroughly updated his classic guide to include Completely revised data and updated information about Toyota's approach to competitiveness in the new world of mobility and smart technology Illustrative examples from manufacturing and service organizations that have learned and improved from the Toyota Way A fresh approach to leadership models The brain science and skills for learning to think scientifically How Toyota

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