

Strategy, Structure, and Antitrust in the Carbonated Soft-Drink Industry

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Strategy Structure And Antitrust In The Carbonated Soft Drink Industry:

Strategy, Structure, and Antitrust in the Carbonated Soft-Drink Industry Timothy Muris, David T. Scheffman, Pablo T. Spiller, 1993-05-30 Pepsi Cola and Coca Cola are widely recognized as being two of the premier marketing companies in the world. They have introduced a great variety of new products and package types. They have raised celebrity advertising to a new level. Coca Cola even changed the formula for Coke. These and other developments in the carbonated soft drink industry came about from major strategy changes by Pepsi Cola and Coca Cola. Rather than simply reacting to a changing competitive environment, PepsiCo and The Coca Cola Company have created and implemented strategies that turned the new environment to their advantage. Although Pepsi Cola attacked Coca Cola's dominance and achieved near parity with Coke in bottled soft drinks, both Coke and Pepsi have benefitted from fighting the Cola Wars. The battle between them has stimulated continuing growth in an industry regularly pronounced by the experts for many years to be on the verge of maturity. One widely ignored aspect of the Cola Wars is the ongoing transformation of the soft drink distribution systems of Coca Cola and Pepsi Cola from systems of independent bottlers to captive bottling subsidiaries. Chandler advanced the hypothesis that successful firms develop strategies to take advantage of new opportunities and that those strategies then determine the organizational structure required for effective implementation. We find that changes in the organization of the two leading carbonated soft drink firms' distribution systems provide support for Chandler's hypothesis. The independent bottling systems were a unique and effective organization for many decades. Changes in the external environment, however, raised the costs of transacting between the parent concentrate manufacturers and their independent bottlers. In particular, the new competitive environment required rapidly changing product and marketing strategies and the implementation of these strategies required the close cooperation of the distribution systems. In effect, Coke and Pepsi needed to change the organization of their distribution systems to implement effectively the strategies that stimulated the new competitive environment because the relative transaction costs of the independent bottling systems in the new environment were too high. The book presents a strategic analysis of the history of the industry.

Transformation and continuity the U.S. carbonated soft drink bottling industry and antitrust policy since 1980, *Transformation and Continuity* Harold Saltzman, 1999

Antitrust Law Journal, 1986 *The Industrial Diet* Anthony Winson, 2014 Provides all the evidence anyone needs to understand the problems with our current food system. Marion Nestle, Professor of Nutrition, Food Studies, and Public Health at New York University. A hugely informative book stocked full of careful analysis. Amy Best, Associate Professor of Sociology, George Mason University. *A Logic of Expressive Choice* Alexander A. Schuessler, 2020-12-08 Alexander Schuessler has done what many deemed impossible: he has wedded rational choice theory and the concerns of social theory and anthropology to explain why people vote. The paradox of participation—why individuals cast ballots when they have virtually no effect on electoral outcomes—has long puzzled social scientists. And it has particularly troubled rational choice theorists who

like to describe political activity in terms of incentives Schuessler's ingenious solution is a logic of expressive choice. He argues in incentive based or economic terms that individuals vote not because of how they believe their vote matters in the final tally but rather to express their preferences allegiances and thus themselves. Through a comparative history of marketing and campaigning Schuessler generates a jukebox model of participation and shows that expressive choice has become a target for those eliciting mass participation and public support. Political advisers for example have learned to target voters desire to express to themselves and to others who they are. Candidates using tactics such as claiming popularity invoking lifestyle using ambiguous campaign themes and shielding supporters from one another can get out their vote even when it is clear that an election is already lost or won. This important work the first of its kind will appeal to anyone seeking to decipher voter choice and turnout social movements political identification collective action and consumer behavior including scholars graduate students and upper level undergraduates in political science economics sociology anthropology and marketing. It will contribute greatly to our understanding and prediction of democratic participation patterns and their consequences.

Corporate Cultures And Global Brands (Second Edition) Albrecht Rothacher, 2025-05-28 This insightful volume covers the development of 19 prominent European American and Asian companies from their humble origins to their current status as global operators. Each case study comprehensively reviews the changes in the company's corporate structure and the successes and failures of its marketing and branding strategies over time. A wide range of business sectors is covered including food and drink retail apparel electronics aviation cars and entertainment. Of prime importance for corporate survival and growth in all sectors and countries is the crucial shift from owner founder run companies to consolidated management led corporations. The wide spectrum of sectors and countries of origin featured also permits valuable conclusions to be drawn on the persistence of distinctive national management styles and brand images. This clearly proves that there are corporate limits to globalisation which companies implementing thoughtless cross national mergers ignore at their peril. This second edition has been thoroughly updated and enlarged to cover the crucial and often dramatic corporate developments of the past two decades.

Carbonated Soft Drink Demand Marcus A. Coleman, 2009 Sundae Best Anne Cooper Funderburg, 2002 This book is the first comprehensive documented history of this popular institution which millions of Americans fondly remember. For 150 years the soda fountain was a community social center. In big cities the neighborhood fountain had a clubby atmosphere because it drew its clientele from nearby businesses and apartment buildings. In small towns soda fountains were very democratic because they attracted all ages and all classes of people. In both cities and small towns soda fountains were part of the social infrastructure that held the neighborhood together. The evolution of the soda fountain reflected momentous developments in American history: urbanization the temperance movement and Prohibition the Great Depression technological progress the decline of Main Street and Center City the Car Culture and the growth of suburbia. The fountain's evolution was also closely tied to trends in retailing food service lifestyles.

and the decorative arts Review of Industrial Organization ,2002

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