

Integration planning at SFB (A)

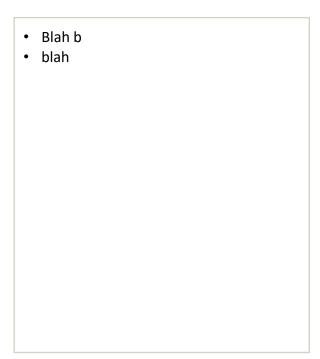
MIM 22 Group 23 – E2

Alexandra Magdei, Jalel Mohib, Jerry Mao, Margherita Mayr and Rijul Sharma

Kusha's Goal

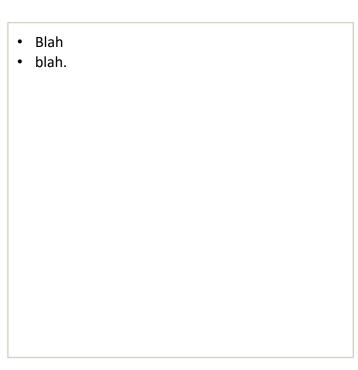


blah





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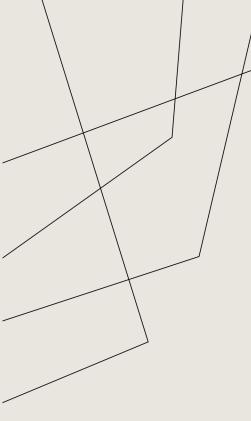
Tools to solve the problem

blah	Blah Blah
blah	blah
blah	blah

blah

Blah blah

Order of the data



Data employed in the problem solution

Meaning of each new component

Component 1: Q16, Q17, Q20, Q23, Q27, Q28

The negative correlation suggests that people are not knowledgeable of technical information regarding boats.

Component 2: Q2 & Q12

Price sensitivity is high among respondents.

Component 3: Q1, Q6, Q7, Q18, Q19, Q21, Q22, Q24, Q25

Boats have an emotional and social value.

Component 4: Q11

Respondents prefer to do maintenance & repair on their own (implication: we won't be able to sell them insurance services).

Component 5: Q3, Q5, Q9, Q13, Q14, Q26

Quality and brand are important.