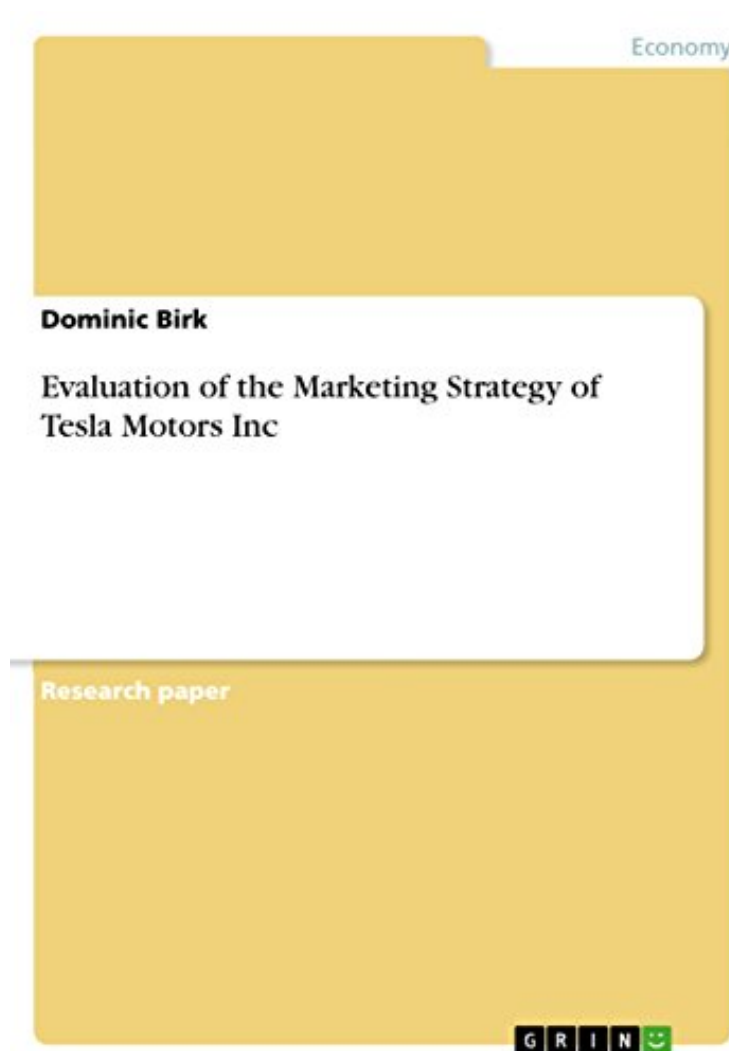



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# Evaluation of the Marketing Strategy of Tesla Motors Inc

*Dominic Birk*

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Research Paper (undergraduate) from the year 2015 in the subject Business economics - Marketing, Corporate Communication, CRM, Market Research, Social Media, grade: 1,0, University of applied sciences, Cologne, language: English, abstract: Tesla Motors, Inc. is a car manufacturer, which polarizes like no other company in this industry. It is often said that with its business model and its special strategic moves, Tesla confuses competitors, utilities and marketing agencies. Therefore, this assignment will focus on the analysis of the key aspects of Tesla's business model in order to find out why it is considered to be different. Moreover, the objective of this assessment is to find out,

whether this strategy is useful, or if it should be changed. The market definition and analysis of the first assignment is hereby the basis for this evaluation of Tesla Motor's current marketing strategy. Therefore, the focus will be again on the company's domestic market: the United States of America. Furthermore, only Tesla's automotive products will be taken into consideration — its recently launched home battery will not be object of this work.