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# **SILVIO NAPOLI AT SCHINDLER INDIA (A)**




# INTRODUCTION

**The case “Silvio Napoli at Schindler India (A)” discusses top-level strategic and managerial issues such as goals of the international company Schindler along with the objective that young motivated executive Silvio Napoli has – to start Schindler’s business in India.**

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# INDEPENDENT DIRECTOR

**The five-year plan set up by the former Schindler's corporate head for Schindler India, Silvio Napoli, entailed the launch of standardized elevator products in the region to meet the expanding needs of this market. The cost cutting measures highlighted included local sourcing of inputs and rationalization of processes in the production chain.**

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# MANAGEMENT BARRIERS

**Napoli identified various cultural issues such as organizational hierarchy, culture in business corporations and conflict of communicating language within one's unit. However, operational delays and, most importantly, the absence of local managers only added to his challenge.**

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# CONCLUSION

**This case, Silvio Napoli at Schindler India, provides an excellent basis for understanding the strategic management of leadership in a competitive market. If Napoli is able to find solutions to all the cultural and operational issues faced by Schindler, then Schindler has great prospects for long term operations in India.**

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# RECOMMENDATION

**This case is just a sample partail case solution. Please place the order on the website to order your own orignally done case solution.**

**Resource: Visit [thecasesolution.com](https://thecasesolution.com) for detailed analysis and more case studies.**

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