**Levendary Café: The China Challenge**

**Discussion Points**

1. What is the core argument of this case?
2. Explain the characteristics of the restaurant & food service industry?
3. What are key sources for Levendary’s competitive advantage?
4. Analyze both opportunities & challenges in China & propose winning strategies.
5. What problems existed between the HQs (CEO Foster) & the Chinese subsidiary (Mr. Chen)?
6. What does it mean by that Chen was a go-getter/a local baron (NOT a professional manager)?

**Silvio Napoli at Schindler India**

**Discussion Points**

1. Explain the central debate of this case concisely & clearly.
2. What was Schindler’s market entry strategy in India?
3. Analyze Mr. Napoli’s hard-soft skills & his career trajectory.
4. Evaluate the TMT of Schindler India (Exhibits 1 & 2).
5. Interpret “To survive in India, you have to be half monk & half warrior”.
6. What are possible winning strategies in the Indian elevator market by considering market structure, purchasing behaviors, product life cycle & so forth?
7. What are the critical challenges facing Mr. Napoli?