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front of him, as a partner of the consulting firm. He must decide how to serve the customers, the mentor of the people, to ensure the strategy and direction for high-tech group, and spend time with family. Rewritten version of the previous case.

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Abstract. Edward Jones is a leading, highly profitable retail brokerage firm with a unique strategy very different from those of its rivals. The case describes Jones's activities and allows a rich discussion of its positioning choices, supporting activities, and tradeoffs. Jones must cope with a rapidly evolving industry, which, at least on the surface, is a threat to its strategy.

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