

# 2019 Railroad Competitive Intelligence: Norfolk Southern Performance, Capabilities, Goals and Strategies

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## Abstracts

This report is part of the LeadingMarketResearch.com Competitive Analysis Series, which includes current assessments of more than 1,000 companies worldwide. The assessments include all or some of the following: Organization and Management, Acquisitions and Divestitures, Facilities and Employees, Research and Development, Technological Know-How, Key Products, Marketing Capabilities, Financial Results, Strengths and Weaknesses, and Strategic Direction.

The report provides significant competitor information, analysis and insight critical to the development and implementation of effective marketing and R&D programs.

In dynamic and fragmented industries, besieged by intense competition and rapid change of technological innovations, the ability to anticipate new product introductions and marketing strategies is particularly important...and can spell the difference between success and failure.

The report's objectives include:

- To help current suppliers realistically assess their financial, technological and marketing capabilities vis-à-vis its competitors.

- To assist potential market entrants in evaluating prospective acquisitions and joint venture candidates.

- To complement the organizations' internal competitor information gathering efforts with strategic analysis, data interpretation and insight.

To identify least competitive market niches with significant growth potential.

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