The Cases. Edition No. 1

Description: The method of selection of the cases has been outlined in Chapter Five. There are four main cases - based on the practices of managers at firms A, B, C and D1. The cases were compiled using multiple visits over a period of nine months, from July 1997 to March, 1998. From January to March, 1998, supplementary cases were compiled from firms that could provide contrast in terms of a number of variables - initially just industrial sector - the main cases all having been based in engineering industries. This was to provide an additional richness, and aid the identification of any assumptions that had been made in the compilation as a result of the sector specialisation.

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