

IMC

Thomas R. Duncan

IMC, The Next Generation Don E. Schultz, Heidi Schultz, 2003-08-22 Strategies for binding customers to an organization--by determining the information they want and giving it to them In 1993, Don Schultz showed marketers how to coordinate their organizations' entire communications programs with the seminal Integrated Marketing Communications. In IMC--The Next Generation, Schultz offers a refined and updated approach to the IMC model, one that goes beyond the messages an organization chooses to send to encompass the information that the customer wishes to receive or have access to. IMC--The Next Generation shows marketers how to build sustainable competitive advantage and ROI by combining and coordinating all methods through which buyers and sellers come together. Numerous cases and real-world examples reveal how to use today's IMC model to: Integrate internal and external communications programs Influence customers at every contact point Build long-term brand relationships

Integrated Marketing Communications Don E. Schultz, Stanley I. Tannenbaum, Robert F. Lauterborn, 1993 How can companies resolve turf battles and combat fears of budget loss? How should the different players - agencies and suppliers - be compensated? And most importantly, how can the impact of an integrated strategy be measured and made accountable? Extensive examples and two in-depth success stories detail how top organizations are sharpening their competitive edge through integrated communications programs.

Think IMC! Estaswara, 2008-09-19 Pesatnya perkembangan teknologi informasi tidak sekadar mengubah cara berkomunikasi manusia. Lebih dari itu, perkembangan ini berdampak luas di bidang bisnis, pemasaran, dan perusahaan (dalam hal bagaimana ia berhubungan dengan pelanggannya). IMC (Integrated Marketing Communications) lahir untuk menyikapi perubahan tersebut. Faktanya, sebagai konsep yang baru dan sedang berkembang, IMC masih dipahami secara berbeda sampai hari ini. Buku ini mencoba untuk mengeksplorasi sejarah pembangunan konsep IMC dari awal kelahirannya pada tahun 1980-an dan perkembangan sampai hari ini, pro kontra yang sering terjadi seputar IMC hingga bagaimana proses implementasinya di Indonesia yang bertujuan untuk mensintesis berbagai perbedaan pemikiran tentang IMC yang difokuskan pada perkembangan modern konsep IMC di dunia internasional. Buku ini menyajikan suatu petualangan intelektual dari satu pemikir IMC ke pemikir IMC lainnya secara lugas untuk memahami keseluruhan peta IMC dan memberikan sudut pandang baru dalam memahami IMC yang belum pernah ditulis dalam buku IMC lainnya. Bagi para praktisi, buku ini menjelaskan secara mendalam dan menyeluruh bagaimana IMC harus diimplementasikan dalam perusahaan untuk meningkatkan loyalitas merek dan laba perusahaan dan menyediakan prinsip-prinsip utama sebagai panduan dasar bagi implementasi IMC dalam praktik bisnis dewasa ini dan tantangan pemasaran dan komunikasi pemasaran di masa mendatang sehingga perusahaan mampu merespons secara tepat dan cepat persaingan pasar dan pergeseran perilaku konsumen.

IMC: strong in theory but struggling in practice Katja Dienel, 2006-09-04 Inhaltsangabe: Abstract: Since the 1990s Integrated Marketing Communications (IMC) has particularly influenced both the theory and practice of communication management. The complex and evolving shift from the nineteenth century product centred approach to that of the twentieth century customer and twenty-first century stakeholder approaches has necessitated the adaptation of the concept. Integrated Marketing Communications (IMC) has evolved from the roots of psychology, marketing and mass communication. Despite its respected lineage, however, IMC remains an immature field that has struggled to establish its own unique body of literature. A key milestone in IMC's emergence occurred in 1991, when a task force of academics and professionals was formed in an effort to agree on such fundamental issues as the most appropriate terminology and definition of the IMC concept. Interestingly, the task force actually debated the use of at least three different terms which were integrated communications, total communications, and IMC. Although the task force did not forge a clear consensus on which term to use, IMC emerged as most commonly cited option and began to enter the mainstream of mass communications and marketing discussions in the early 1990s. Therefore literature in this paper is used as if it had intended to refer to integrated marketing communications. IMC is aiming to provide a consistent and effective message to the customers and other stakeholders as strategic consistency would lead to an increased brand value providing a competitive advantage for the given company. From this perspective IMC is a supportive concept. Yet, in practice, IMC has never been fully embraced. One of the most significant hindrances to IMC adaptation within a corporation has been the lack of agreement on a variable organisational structure. The purpose of this paper is to investigate proposed implementation structures and evaluate their impact in practice. It will identify both the benefits and limitation of these concepts. This paper will suggest the theoretical adaptation of change management within the IMC process as a pathway to practical success. To provide an introduction to the topic, chapter one stresses the historical development of the marketplace verifying the need of integrated marketing communications practices. It is, in addition, presenting the evolving nature of the concept, followed by offering definitions this paper will be based on. Chapter [...]

The IMC Handbook J. Stephen Kelly, Susan K. Jones, Richard A. Hagle, 2015 A collection of essays and cases on customer-centered marketing by educators and practitioners in the field. As long as there have been buyers, makers and sellers, there have been marketing challenges and opportunities. Historically ... the seller had immediate and personal contact with the buyer in the market [or] the bazaar ... While the system was personal, it wasn't very efficient ... As the marketplace evolved, it became more complex, [and] the makers and sellers invented what we now call marketing to solve the lack of maker/buyer closeness. In its simplest form, marketing is ... a number of activities makers/sellers use in an attempt to close the gap between themselves and the buyer. For example, the maker/seller now uses tools such as customer research, logistics, and distribution, marketing communication, and the like. From Part I, Reading 1

The IMC Sourcebook Susan Jones, 2018-03-30 Some of the world's most respected marketing and advertising professors combined their talents to create the 11 fresh and relevant cases in this Integrated Marketing Communications text. The book also features authoritative readings to prepare students and instructors to get the most out of the cases they study and discuss. The cases subjects include some of the world's most dynamic marketing organizations including Burger King, Shinola, and Pacific Gas and Electric. It also introduces some fascinating lesser-known organizations such as BowTie Cause, Flowers for Dreams, and Save the Redwoods. Topics for the readings include social media, the future of advertising, diversity and multiculturalism, and omnichannel marketing. This book is ideal for courses in marketing, advertising, integrated marketing communications, and communications at both the undergraduate and graduate levels. The readings and cases also are excellent for use by seminar companies and for internal marketing training. A comprehensive set of Teaching Notes is available upon request from the Midwest Marketing Education Foundation (<https://www.mefgroup.org/>).

Social IMC Randy Hlavac, 2014-04-21 There are many books out there on the theories behind the use of social media and mobile applications in marketing—but this is not one of them. Social IMC does not present broad theories; it provides strategies based on proven business models that have produced real-world results. Each strategy has been taught, tested, and developed by the author himself, and all are thoroughly explained in an easy-to-follow format that includes references to exemplary businesses from around the world. By the time you are done reading this book, you will be able to identify which strategy is best to use for each of your company's high-value markets, and you will know what steps you need to take to successfully design, develop, deploy—and maintain—your own business's social and mobile approach. A “how-to” guide for using social and mobile technologies to propel business profit and growth, Social IMC is sure to appeal to business executives and entrepreneurs worldwide, as well as to other types of organizational leaders. The strategies discussed in the text have been proven effective in a wide variety of models, including both for-profit and not-for-profit organizations and companies targeting businesses or consumers on international, national, local, and hyper-local scales.

IMC Journal, 1993

The Evolution of Integrated Marketing Communications Don Schultz, Charles H. Patti, Philip J. Kitchen, 2013-12-16

This book reviews, updates and enhances the basic concepts surrounding the academic theory and practice of Integrated Marketing Communication (IMC). Since the introduction of IMC in the late 1980s, the concept has spread around the world. In that expansion, many authors have written about IMC; practitioners have adopted and adapted the concept to fit their own market situations. Further, dramatic changes have occurred in the technologies used in marketing communications which consumers have accepted and employed in their consumption of marketers' messages and incentives. Thus, there have been dramatic changes in how IMC was initially envisioned and how it has developed over time. This book identifies and discusses these changes, how they have occurred and what they mean going forward for all types of marketers around the world. Thus, IMC, and indeed integration of communications at all organisational levels is an essential in the 21st century organisations. This book was published as a special issue of the Journal of Marketing Communications.

Integrated Marketing Communication Jeanne M. Persuit, Christina L. McDowell Marinchak, 2016-09-22 Integrated Marketing Communication (IMC) is a holistic approach to the areas of advertising, public relations, branding, promotions, event and experiential marketing, and related fields of strategic communication. Integrated Marketing Communication: Creating Spaces for Engagement explores how IMC can open up spaces for engagement in our classrooms and our communities. The breadth of the contributors is in the spirit of IMC, examining public and private sector organizations that offer products and services while relying on various methodologies and theoretical approaches, with particular emphasis on rhetoric, philosophy of communication, qualitative research, and historical perspectives in IMC. Moreover, each chapter considers IMC from a different communicative perspective, including strategic communication, philosophy of communication, rhetorical theory, health communication, crisis and risk communication, communication theory, and mass communication.

Integrated Marketing Communication THOMAS R.. SMITH FLYNN (JAMES R.. EARNHEARDT, ADAM C.), James R. Smith, Adam C Earnhardt, 2019-12-20

Advertising and IMC: Principles and Practice Sandra Moriarty, Nancy D. Mitchell, William D. Wells, 2011

Advertising Principles and Practices (global Ed). Sandra E. Moriarty, 2011

Integrated Marketing Communication Jerry Kliatchko, 2019-10-29 This volume represents a valuable resource for students, academics (teachers and researchers), and practitioners in the field of integrated marketing communication (IMC). It provides a foundation detailing the principles, tenets and practices of IMC, before presenting a step-by-step process of preparing and executing the process for any given brand.

The IMC Case Book J Steven Kelly, Susan Kraus Jones, 2020-11-05 Some of the world's most respected marketing and advertising professors combined their talents to create the 12 fresh and relevant cases in this Integrated Marketing Communications text. The cases subjects include some of the world's most dynamic marketing organizations such as Peloton, NASCAR, Gibson Guitar, and Seabourn Cruise Line. It also introduces some fascinating lesser-known organizations such as Agaati and Mike's Bike Tours. This book is ideal for courses in marketing, advertising, integrated marketing communications, and communications at both the undergraduate and graduate levels. The cases also are excellent for use by seminar companies and for internal marketing training. A comprehensive set of Teaching Notes is available upon request from the editors.

IMC Process Guide Gerardus Blokdyk, 2018-05-16 Is maximizing IMC Process Guide protection the same as minimizing IMC Process Guide loss? How can the value of IMC Process Guide be defined? What would be the goal or target for a IMC Process Guide's improvement team? How do we Improve IMC Process Guide service perception, and satisfaction? How do you use IMC Process Guide data and information to support organizational decision making and innovation? Defining, designing, creating, and implementing a process to solve a challenge or meet an objective is the most valuable role... In EVERY group, company, organization and department. Unless you are talking a one-time, single-use project, there should be a process. Whether that process is managed and implemented by humans, AI, or a combination of the two, it needs to be designed by someone with a complex enough perspective to ask the right questions. Someone capable of asking the right questions and step back and say, 'What are we really trying to accomplish here? And is there a different way to look at it?' This Self-Assessment empowers people to do just that - whether their title is entrepreneur, manager, consultant, (Vice-)President, CxO etc... - they are the people who rule the future. They are the person who asks the right questions to make IMC Process Guide investments work better. This IMC Process Guide All-Inclusive Self-Assessment enables You to be that person. All the tools you need to an in-depth IMC Process Guide Self-Assessment. Featuring new and updated case-based questions, organized into seven core areas of process design, this Self-Assessment will help you identify areas in which IMC Process Guide improvements can be made. In using the questions you will be better able to: - diagnose IMC Process Guide projects, initiatives, organizations, businesses and processes using accepted diagnostic standards and practices - implement evidence-based best practice strategies aligned with overall goals - integrate recent advances in IMC Process Guide and process design strategies into practice according to best practice guidelines Using a Self-Assessment tool known as the IMC Process Guide Scorecard, you will develop a clear picture of which IMC Process Guide areas need attention. Your purchase includes access details to the IMC Process Guide self-assessment dashboard download which gives you your dynamically prioritized projects-ready tool and shows your organization exactly what to do next. Your exclusive instant access details can be found in your book.

The Executor of Integrated Marketing Communications Strategy: Marcom Manager's Working Model Kwang-Yong Shin, 2013-06-04 The book mainly addresses the following aspects: First, it systematically introduces the domestic and foreign research results, pointing out the key elements of the basic theory of IMC, according to a company's present situation and the practice of IMC strategy. Second, according to the different characteristics of each organization, it provides various IMC organization structures, such as linear structure Model 1, a virtual network and centralized type that focuses on individual interest, external types of the IMC organizational structures Model, etc., and suggestions for further study are also presented.

Advertising and IMC Sandra Moriarty, Nancy Mitchell, William D. Wells, 2018-01-12 Revised edition of Advertising & IMC, [2015]

The IMC planPro handbook Kenneth E. Clow, Donald Baack, 2007 This supplemental package consists of booklet and disk, and is available from Prentice-Hall. The IMC Plan Pro disk provides an exercise for a student or business-person to prepare an entire marketing communications program. The booklet provides step-by-step instructions about how to use the disk and gives brief explanations of the IMC concepts that are part of the program.

IMC Thomas R. Duncan, 2002 This is an applied text with a strong brand message. Most texts on the market teach functions but neglect integration and organization, which should be the very foundation of Marketing. This text answers the questions of when to use, how to use, and who should be involved in the interrelated functions of Marketing today. This text also teaches the cost effectiveness of developing brand relationship (managing the ongoing dialogue between buyer and seller) and how to truly integrate the consumer into Business-to-business marketing vs. Business-to-consumer marketing (B2B and B2C).

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Table of Contents IMC

- 1. Understanding the eBook IMC
 - The Rise of Digital Reading IMC
 - Advantages of eBooks Over Traditional Books
- 2. Identifying IMC
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an IMC
 - User-Friendly Interface
- 4. Exploring eBook Recommendations from IMC
 - Personalized Recommendations
 - IMC User Reviews and Ratings
 - IMC and Bestseller Lists
- 5. Accessing IMC Free and Paid eBooks
 - IMC Public Domain eBooks
 - IMC eBook Subscription Services
 - IMC Budget-Friendly Options
- 6. Navigating IMC eBook Formats
 - ePub, PDF, MOBI, and More
 - IMC Compatibility with Devices
 - IMC Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of IMC
 - Highlighting and Note-Taking IMC
 - Interactive Elements IMC
- 8. Staying Engaged with IMC
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers IMC
- 9. Balancing eBooks and Physical Books IMC
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection IMC
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine IMC
 - Setting Reading Goals IMC
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of IMC
 - Fact-Checking eBook Content of IMC
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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