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Felix Maringe, Paul Gibbs

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The 30 Day MBA in Marketing Colin Barrow, 2023-05-03 Discover the teachings and insights from the world's leading marketing courses with The 30 Day MBA in Marketing. From advertising and promotion to buyer behaviour and budgets, this comprehensive book includes all of the modules you would find at a top business school, allowing you to fill the gaps in your knowledge and develop your creative, analytical and decision-making skills. It also features an array of fascinating case studies from some of the world's most successful businesses, clarifying how these skills drive success. With its comprehensive insights and accessible guidance, The 30 Day MBA in Marketing is essential reading whether you are a professional looking to accelerate your career or a student interested in expanding your knowledge. About the 30 Day MBA Series... MBAs are expensive, demanding and time-consuming. Covering marketing, finance and international business, this internationally bestselling series offers you the same world-class insights and guidance without the costly investment.

MBA in 30 giorni Colin Barrow,2023-08-31T00:00:00+02:00 Sviluppare competenze nella direzione aziendale e accelerare la propria crescita professionale senza dover sostenere l'impegno di un programma MBA: in questo libro Colin Barrow spiega come riuscirci in soli 30 giorni. Grazie alla sua pluriennale esperienza di insegnamento nelle più prestigiose business school del mondo, l'autore fornisce una conoscenza essenziale e illustra concetti complessi in modo semplice, mostrando come applicarli al mondo reale. Ogni capitolo è dedicato a uno dei dodici pilastri del business: la contabilità, la finanza, il marketing, il comportamento organizzativo, la storia dell'impresa, il diritto societario, l'economia, l'imprenditorialità, l'etica e la responsabilità sociale, il management operativo, l'analisi dei risultati, la strategia. Vengono inoltre forniti esempi e casi di studio da grandi società e aziende di successo come IKEA, Cisco, Heinz, Shell e molte altre. Capitolo dopo capitolo il lettore acquisisce così le conoscenze, gli strumenti e le tecniche necessarie per muoversi nel mercato globale contemporaneo, rimanere aggiornato sulle tendenze più recenti, cogliere nuove opportunità e riuscire a eccellere nel mondo del business.

Basic Marketing Stanley J. Shapiro, 1996

International Marketing Mix Management Tobias Richter, 2012 For years academicians and marketing directors have debated the marketing standardisation versus adaptation of international marketing strategy. Despite the great importance of the topic, the debate remains unresolved. At the same time, the continuing globalisation of markets and the growing importance of the emerging BRIC markets make an optimal management of international marketing efforts a necessity. Therefore, this study offers - on the basis of a solid theoretical framework and sound methodological operationalization - empirical findings on how to successfully manage both, the international marketing mix and the related marketing process in world markets. In particular, the marketing strategy pursued by multinational corporations are analysed and compared as well as empirical findings relating to financial and non-financial performance measures are provided.

The Marketing Book Michael J. Baker, Susan Hart, 2016-04-14 The Marketing Book is everything you need to know but were afraid to ask about marketing. Divided into 25 chapters, each written by an expert in their field, it's a crash course in marketing theory and practice. From planning, strategy and research through to getting the marketing mix right, branding, promotions and even marketing for small to medium enterprises. This classic reference from renowned professors Michael Baker and Susan Hart was designed for student use, especially for professionals taking their CIM qualifications. Nevertheless, it is also invaluable for practitioners due to its modular approach. Each chapter is set out in a clean and concise way with plenty of diagrams and examples, so that you don't have to dig for the information you need. Much of this long-awaited seventh edition contains brand new chapters and a new selection of experts to bring you bang up to date with the latest in marketing thought. Also included are brand new content in direct, data and digital marketing, and social marketing. If you're a marketing student or practitioner with a question, this book should be the first place you look.

Business Marketing Management Michael D. Hutt, Thomas W. Speh, 2014 Reflecting the latest trends and issues, the new Europe, Middle East & Africa Edition of Business Marketing Management: B2B delivers comprehensive, cutting-edge coverage that equips students with a solid understanding of today's dynamic B2B market. The similarities and differences between consumer and business markets are clearly highlighted and there is an additional emphasis on automated B2B practices and the impact of the Internet.--Cengage website.

Operations Management with Cases in Operations Management Slack, Harrison, 2003-02-07 This is a great value multipack consisting of Slack: Operations Management 3/e ISBN: 0273646575 & Johnson/Harrison: Cases in Operations Management 3/e ISBN: 0273655310

Customer Fraud and Business Responses Kelly T. Tian, Bill Keep, 2001-12-30 From remarkably frank and credible responses to their comprehensive research questionnaire, Tian and Keep provide a unique, wide ranging catalogue of frauds that customers perpetrate on businesses--and what marketers can do to combat it. They were able to receive and analyze more than 250 written descriptions--a 71% response rate!--of the acts that customers committed and the methods they used. Instead of merely a checklist, Tian and Keep obtained their data in the customers' own words, resulting in highly detailed and reliable insights into why customers did what they did. They find that customer fraud has emerged as a form of guerilla warfare against companies, that it is adapted to specific situations, and that underlying customers' motivation is a need to get even. Ethics has little do with it. In fact, some respondents even asserted that they had an obligation to commit fraud: they did it to retaliate against what they perceived as unethical acts that businesses committed against them. The result is a rare documentation of the specifics of fraud, how it threatens not only business but entire economies, and the actions--bold and subtle--that marketers can take in self-protective response. Not only will corporate management, particularly in marketing, get detailed descriptions of their customers' fraud strategies and tactics, but they will also receive insights into where they are vulnerable and why. Tian and Keep show that fraud has become so socially acceptable among middle class customers that they are willing to share their tactics, strategies, and secrets with their friends. With this as their foundation, the authors give practitioners an arsenal of detection and deterrence methods. Equally important, they provide ways to implement them without alienating their other, blameless customers. They also show marketers what they can do to reestablish trust in their marketing exchanges with customers, and improve relationships in ways t

H2H Marketing Philip Kotler, Waldemar Pfoertsch, Uwe Sponholz, Maximilian Haas, 2023-07-18 H2H Marketing focuses on redefining the role of marketing by reorienting the mindset of decision-makers and integrating the concepts of Design Thinking, Service-Dominant Logic and Digitalization. Following the authors' successful book on H2H Marketing, this book brings foward selected case studies showcasing various aspects of the concept, its fundamental elements, and its implementation.

Financial Services Marketing Christine Ennew, Nigel Waite, 2007-01-18 Financial Services Marketing: an international guide to principles and practice contains the ideal balance of marketing theory and practice to appeal to advanced undergraduates and those on professional courses such as the Chartered Institute of Banking. Taking an international and strategic view of an increasingly important and competitive sector, Financial Services Marketing adopts a fresh approach in terms of structure, and is organised around the core marketing activities of marketing for acquisition and marketing for retention. Financial Services Marketing features: * Strong international focus: case studies and vignettes representing Asia-Pacific, Europe and the US. * Comprehensive coverage, focusing on both B2B and B2C marketing. * Expert insights into the latest innovations in the sector, from technological developments, CRM and customer loyalty to issues of social responsibility. Financial Services Marketing will help both the student and the practitioner to develop a firm grounding in the fundamentals of: financial services strategy, customer acquisition, and customer development. Reflecting the realities of financial services marketing in an increasingly complex sector, it provides the most up-to-date, international and practical guide to the subject available.

Social and Sustainability Marketing Jishnu Bhattacharyya, Manoj Kumar Dash, Chandana Hewege, M.S. Balaji, Weng Marc Lim, 2021-09-26 ... an important intervention in the conversation around social and ecological sustainability that draws on both micromarketing and macromarketing scholarship to help the reader understand the challenges with illustrations from insightful cases both from emerging and developed economies. This compilation should be essential reading for the discerning student of sustainable consumption and production. -- Professor Pierre McDonagh, Associate Editor, Journal of Macromarketing (USA); Professor of Critical Marketing & Society, University of Bath, UK Experts in the field of economics, management science, and particularly in the marketing domain have always been interested in and acknowledged the importance of sustaining profitable businesses while incorporating societal and environmental concerns; however, the level of existing literature and availability of teaching cases reflect a dearth of real case studies, especially those focused on marketing for social good. This book of actual case studies will address that need. In addition, this book is important and timely in providing a case book for instructors (those in both industry and academia) to help them in teaching and training the next generation of leaders through corporate training and universities. Currently, marketing for social good is increasingly becoming a part of most curriculums under the umbrella of different titles, such as social marketing, green marketing, and sustainability marketing. The relevance of these studies is increasing across the globe. This book is composed of long and short real cases with varying complexity in different sectors. This case book will also cover some review articles for an overview of the recent developments in the study area. With these case studies, collections of questions, teaching materials, and real-life marketing scenarios, this book offers a unique source of knowledge to marketing professionals, students, and educators across the world. The main objective of this case book is to understand the applicability of marketing science (marketing for social good context, such as social marketing and sustainability marketing) in internet marketing related to e-buying behavior and e-WOM. In addition, it illustrates the various types of existing marketing practices that are relevant from both theoretical and practical points of view in this electronic era, as well as discussing other non-electronic marketing practices and focusing on consumer buying behavior. As a result, marketing managers can treat their customers according to their desired value. This book particularly explores the possibilities and advantages created by social marketing and sustainability marketing through the presentation of thorough review articles and case studies. This case book helps corporate training centers and universities with compact teaching reference materials in their relevant courses.

Management Tim Hannagan, Roger Bennett, 2005 By combining a friendly style with authoritative content and a wide range of practical examples, this book has proved an ideal key text for a wide variety of undergraduate courses.--Stuart Wall, Anglia Polytechnic University Dr Tim Hannagan has worked in sales and general management for companies in the UK and abroad. He has worked in both the public and private sectors and in further and higher education, including more than ten years as principal and chief executive of a further education corporation. www pearsoned.co.uk

Natural Language Annotation for Machine Learning James Pustejovsky, Amber Stubbs, 2012-10-25 Includes bibliographical references (p. 305-315) and index. Strategic Brand Management in Higher Education Bang Nguyen, T.C Melewar, Jane Hemsley-Brown, 2019-02-13 University branding has increased substantially, due to demands on universities to enrol greater numbers of students, rising tuition fees, the proliferation of courses, the growing 'internationalization' of universities, financial pressures, and reliance on income from foreign students. As higher education continues to grow, increased competition places more pressure on institutions to market their programs. Technological, social, and economic changes have necessitated a customer-oriented marketing system and a focus on developing the university brand. This book is unique in providing a composite overview of strategy, planning, and measurement informed by ground-breaking research and the experiences of academics. It combines theoretical and methodological aspects of branding with the views of leading exponents of branding in different contexts and across a range of higher education institutions. Expert contributors from research and practice provide relevant and varying perspectives allowing readers to access information on international trends, theory, and practices about branding in higher education. Readers are exposed to the critical elements of strategic brand management, gain insights into the planning process of higher education branding, and gain a solid understanding of the emerging research area of branding concepts in higher education. Advanced students, and researchers will find this book a unique resource and it will also be of interest to brand practitioners in both education and public sector markets.

EBOOK: Marketing Higher Education Felix Maringe, Paul Gibbs, 2008-12-16 How can Higher Education Institutions (HEIs) position themselves to be competitive in global market economies? How has widening participation affected the marketing of HEIs? What kind of students do employers want in the twenty-first century? The marketing of higher education has become a natural consequence of the market in which HEIs are created and function. The shift from government grant to fee income, the homogenization of institutions under the title, 'University', the rhetoric of diversification and the realization of competition for students based on reputation and brand (academic and otherwise) has driven institutions to embrace the market. This book is unique in considering these matters as well its attempt to examine the relationship between marketing and the education that is being marketed. These issues are global and touch on the very nature of the place of HEIs in society as well as how they need to position themselves to compete. The readership for this book includes those studying higher education management, as well as those interested in higher education policy issues, but it has something of interest for all those engaged in higher education today.

From Brand Vision to Brand Evaluation Leslie de Chernatony, 2010-07-15 Seeing the world's biggest brands gain ground over the world's markets, you can't deny that the 25,000 students in the UK studying marketing will never understand their subject without knowing how branding works. This is THE key scholarly text in this crucial topic, an already hugely respected title and big seller in the field. It follows on from the introductory textbook Creating Powerful Brands, and comes highly illustrated with real examples of influential marketing campaigns. This is the book that will take students to the next level with the skills to develop and implement their own branding strategy.

The SAGE Encyclopedia of Quality and the Service Economy Su Mi Dahlgaard-Park, 2015-05-29 Society, globally, has entered into what might be called the service economy. Services now constitute the largest share of GDP in most countries and provide the major source of employment in both developed and developing countries. Services permeate all aspects of peoples' lives and are becoming inseparable from most aspects of economic activity. Quality management has been a dominating managerial practice since World War II. With quality management initially associated with manufacturing industries, one might assume the relevance of quality management might decrease with the emergence of the service economy. To the contrary, the emergence of the service economy strengthened the importance of quality issues, which no longer are associated only with manufacturing industries but are increasingly applied in all service sectors, as well. Today, we talk not only about product or service quality but have even expanded the framework of quality to quality of life and quality of environment. Thus, quality and services have emerged in parallel as closely interrelated fields. The Encyclopedia of Quality and the Service Economy explores such relevant questions as: What are the characteristics, nature, and definitions of quality and services? How do we define quality of services, or quality of life? How are services distinguished from goods? How do we measure various aspects of quality and services? How can products and service quality be managed most effectively and efficiently? What is the role of customers in creation of values? These questions and more are explored within the pages of this two-volume, A-to-Z reference work.

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