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Strategic Marketing Management, 9th Edition Chernev, Alexander, 2018-01-01 **EBOOK: Marketing: The Core** KERIN, 2017-01-26 EBOOK Marketing The Core *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. Handbook of Research on Global Fashion Management and Merchandising Vecchi, Alessandra, 2016-05-03

Innovation and novel leadership strategies have aided the successful growth of the fashion industry around the globe. However, as the dynamics of the industry are constantly changing, a deficit can emerge in the overall comprehension of industry strategies and practices. The Handbook of Research on Global Fashion Management and Merchandising explores the various facets of effective management procedures within the fashion industry. Featuring research on entrepreneurship, operations management, marketing, business modeling, and fashion technology, this publication is an extensive reference source for practitioners, academics, researchers, and students interested in the dynamics of the fashion industry. Industrial Marketing Thomas Fotiadis, Adam Lindgreen, George J. Siomkos, Christina Öberg, Dimitris Folinis, 2022-12-08

An introductory textbook on industrial marketing and supply chain management that discusses industrial products and pricing as well as key topics such as co-creation of value, big data, innovation, green practices, and CSR. The textbook includes the marketing philosophy on industrial markets, the characteristics of industrial markets, the marketing mix, and the product life cycle. The issues surrounding distribution and operations, including value creation, business relationships, and networks. Case studies and mini case studies vignettes. This textbook is suitable for students studying industrial marketing and other related courses at undergraduate and graduate levels. Thomas Fotiadis is an Associate Professor of Marketing and Head of the Marketing Laboratory in the Department of Production and Management Engineering School of Engineering at Democritus University of Thrace, Greece. Adam Lindgreen is Professor and Head of Department of Marketing at Copenhagen Business School, Denmark, and Extraordinary Professor at University of Pretoria's Gordon Institute of Business Science, South Africa. George J. Siomkos is Professor of Marketing at the Athens University of Economics and Business (AUEB), Director of the MSc Program in Services Management, and previously Dean of the School of Business, AUEB, Greece. Christina Öberg is Professor at CTF Service Research Center, Karlstad University, and associated with the Ratio Institute, Sweden. Dimitris Folinis is Professor in the Department of Supply Chain Management at International Hellenic University, Greece. Business-to-Business Marketing Richard Owusu, Robert Hinson, Ogechi Adeola, Nnamdi Oguji, 2021-05-17

Business to Business Marketing: An African Perspective. How to Understand and Succeed in Business Marketing in an Emerging Africa is a comprehensive application of the most current research results, concepts, and

frameworks to the African business to business B to B context The chapters are designed to provide the reader with a thorough analysis of b to b Important aspects like competitive strategy in B to B marketing mix strategies relationship management and collaboration business services big data analysis and emerging issues in B to B are discussed with African examples and cases As a result the book is easy to read and pedagogical It is suitable for courses at universities and other tertiary levels undergraduate and graduate courses MBA and professional B to B marketing programmes Working managers will find it a useful reference for practical insights and as a useful resource to develop and implement successful strategies The Authors Collectively the four authors have over 60 years of teaching and research in B to B marketing and management in and outside Africa They have the managerial and consulting experience that has enabled them to combine theory with practice Their experience and knowledge provide the needed background to uniquely integrate teaching and research with the realities of the African B to B market Their command of and insight into the subject are unparalleled *EBOOK: Marketing Management* Christian Homburg, Sabine Kuester, Harley Krohmer, 2012-12-16 *Marketing Management A Contemporary Perspective* provides a fresh new perspective on marketing from some of the leading researchers in Europe The book offers students and practitioners the comprehensive coverage they need to make the right decisions to create and implement highly successful marketing strategies This exciting new edition includes updated cases and combines scholarly international research with relevant and contemporary examples from markets and brands across the world The authors combine their experience as researchers and industry consultants to provide the conceptual and theoretical underpinning of marketing and empirical research helping students to understand how marketing concepts can be applied and implemented The book covers a full range of industries including business to customer business to business services marketing retailing and international marketing from companies around the globe *Business-to-Business Marketing Management* Mark S. Glynn, Arch G. Woodside, 2012-04-04 This book provides knowledge and skill building training exercises in managing marketing decisions in business to business B2B contexts *A Textbook of Medicinal Plants from Nigeria* Tolu Odugbemi, 2008 *Computer-Mediated Marketing Strategies: Social Media and Online Brand Communities* Bowen, Gordon, 2014-10-31 For years technology has been the impetus for progress in various processes systems and businesses it shows no sign of ceasing further development The application of technology driven processes in promotionally oriented environments has become more and more common in today s business world *Computer Mediated Marketing Strategies Social Media and Online Brand Communities* brings together marketing approaches and the application of current technology such as social networking arenas to show how this interaction creates a successful competitive advantage Focusing on qualitative research various technological tools and diverse Internet environments this book is a necessary reference source for academics management practitioners students and professionals interested in the application of technology in promotionally oriented processes

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