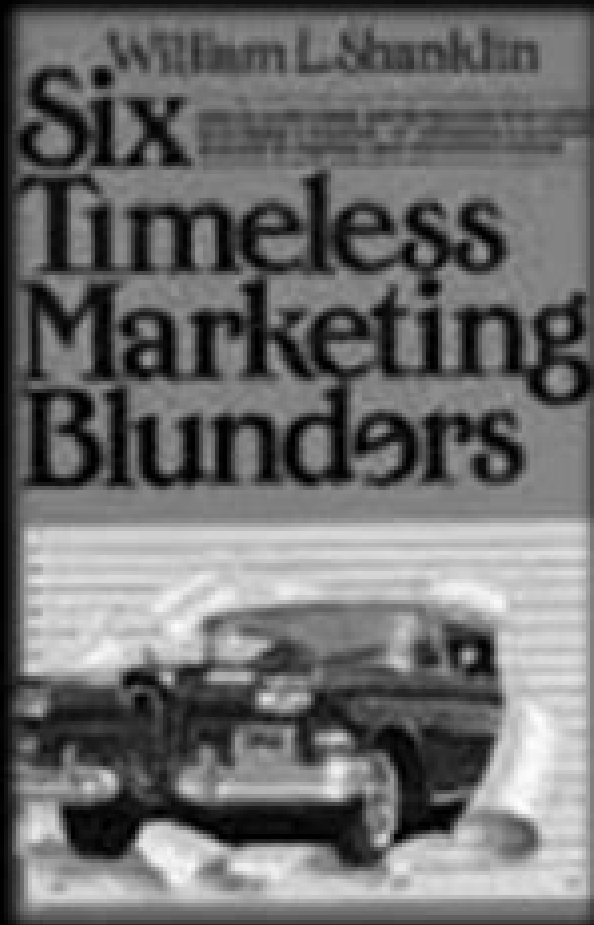




6 Invaluable Lessons for the Innovator and the Start-up

Six Timeless Marketing Blunders

Ian Pickup



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The Emerging High-Tech Consumer Allan Reddy, 1997-07-16 Who are the consumers of high tech goods and services and what will their needs and preferences be as we move into the next century Allan Reddy and his team of marketing researchers and professionals lay out the essentials of a high tech consumer profile then dig into the implications this holds for developing successful marketing strategies They synthesize the important current research and its findings and by taking a multi specialist approach to their subject they bring a variety of interlocking and essential viewpoints to bear on it A must read for professional marketers and their academic colleagues and a useful overview for high tech industry strategists and planners Reddy divides the book into eleven chapters and three appendices Essays introduce the major ideas about the high tech consumer and look at this consumer in business to business marketing Other chapters look at the Telecommunications Act the Internet the importance of quality in high tech goods the measurement of high tech innovators the global consumer and distribution considerations The last chapter presents conclusions and implications for marketers while the appendices look at research techniques Internet marketing and just in time retailing The book has substantive references and author and subject indexes

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multitude of decision makers and executives who rely on forecasts in their decision making **Forecasting for the Pharmaceutical Industry** Mr Arthur G Cook,2015-05-28 The second edition of Forecasting for the Pharmaceutical Industry continues to be a definitive guide for forecasters as well as the multitude of decision makers and executives who rely on forecasts in their decision making The author explores the pharmaceutical forecasting process the varied tools and methods for new product and in market forecasting how they can be used to communicate market dynamics to the various stakeholders and the strengths and weaknesses of different forecast approaches The second edition has been updated throughout and includes a brand new chapter focusing on specialized topics such as forecasting for orphan drugs and biosimilars *Managing Knowledge Assets, Creativity And Innovation* Dorothy A Leonard,2011-05-31 This book pulls together for the first time works on knowledge and innovation including the implementation of new processes and products written by Dorothy A Leonard over more than two decades It consists of articles from journals in diverse fields e g the award winning article on Core Capabilities and Core Rigidities and book chapters that cover the innovation process from its inception in peoples heads to its implementation An underlying theme running throughout the book is managing the flow of knowledge that propels innovation especially tacit knowledge Such knowledge is difficult to transfer or embody in a new product process or service However it is not only essential but often comprises the most valuable component in the innovation The opening chapter written expressly for this volume probes the connections between tacit knowledge creativity and innovation i **Developing the Leaders Around You , Futurehype (EasyRead Edition)** Bob Seidensticker,2006
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