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Ahmad Faruqui, Kelly Eakin



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and practical tools that help managers apply theory to real world business challenges and seize market opportunities The book blends theoretical depth with practical application to strengthen the marketing capabilities of a wide range of professionals whether they are developing new market offerings or refining existing ones launching startups or working within established firms or managing individual products services and brands or leading at the executive level Its concise format also makes it well suited as a textbook for MBA Executive MBA and Executive Education programs **Strategic**

Marketing Douglas West, John Ford, Essam Ibrahim, 2010-03-25 This text discusses how companies create competitive advantage through strategic marketing Using established frameworks and concepts it examines aspects of marketing strategy and thinking It provides examples to facilitate the understanding of theoretical concepts Strategic Marketing in Tourism Services Rodoula H. Tsiotsou, Ronald E. Goldsmith, 2012-05-10 Focuses on marketing strategies implemented in tourism services firms and includes a collection of papers related to specific marketing strategies This title presents the application of specific marketing strategies such as experiential marketing branding target marketing relationship marketing and e marketing in tourism **Electric Utility Deregulation** United States. Congress. House. Committee on Science. Subcommittee on Energy and Environment, 1998 *Strategic Marketing Decision-Making within Japanese and South Korean Companies* Yang-Im Lee, Peter Trim, 2008-11-30 This book acts as a bridge between marketing and strategic management as it is written from a strategic marketing perspective It provides students and practising managers with an appreciation and an understanding of how managers in Japanese and South Korean companies formulate and implement strategic marketing decisions how they embrace the organizational learning concept and how they formulate working relationships with staff in partner organizations It provides an explanation of the role that culture plays in the management process and various problems are cited in the text and solutions are offered that reinforce the theories and concepts covered A number of case studies highlight the link between theory and practice and the work is structured in a way that allows the reader to think through and reflect upon the key issues associated with decision making within Japanese and South Korean companies The work is academically underpinned and contains relevant insights for practising managers The authors draw upon their marketing and management knowledge and expertise in order to contribute to a developing body of general management theory The methodological approach outlined in the book will facilitate a deeper understanding of how national cultural value systems are linked with organizational cultural value systems and this will enhance interdisciplinary research approaches

Regional Marketing and the Strategic Market Planning Approach to Attract Business and Industry Case Study Franz Kero, 2002-12-09 Inhaltsangabe Abstract This thesis describes and evaluates how regional marketing based on the ideas of Philip Kotler's Marketing Places 1993 can be a reasonable tool to attract business locators into economic regions The thesis concentrates on strategic market planning of local economic development programs It is presented how to make use of local competitive advantages by useful bundling of incentives The notion of marketing and governing places is

combined and shall offer the reader a new perspective of meeting regional economic objectives for places This thesis is divided into two parts a theoretical part where industrial incentives are presented and Kotler s concept is explained and criticized and an empirical part where regional marketing is applied and tested for effectiveness First it will be defined what regional marketing is and what forms of incentives are considered Then it will be presented how marketing strategies can be organized in a local environment followed by a discussion how companies make location decisions In the last chapter of the first part a critical discussion of the regional marketing approach is presented In the second part an emphasis will be put on the case study a location Orange County California USA where economic development based on marketing planning came to work With a view to the situation and implications analyzed in the case study it will be tried to scrutinize effectiveness and usefulness of economic development programs based on regional marketing principles for this place in question and in general

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