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The Partnering Intelligence Fieldbook Tools And Techniques For Building Strong Alliances For Your Business

João J. Ferreira, Patrick J. Murphy

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This book presents a roadmap for a brand licensing strategy to enable companies to leverage brand value and expand into other product categories or into different markets Readers will understand both the risks and the benefits of partnerships how to make the most of a brand s potential in the digital platform and how to extend a product portfolio through established brands Brand licensing can be of interest to many stakeholders including large companies entrepreneurs retailers agencies and even celebrities. This is also a relevant strategy for small and medium sized enterprises that want to expand their business abroad reconciling their limited size with their flexibility Examples of long standing partnerships are presented and analyzed with detailed consideration of what has made them so successful Through the presentation of case studies in the sectors particularly interested in brand licensing including the art character entertainment fashion jewelry sports and toys sectors this book aims to highlight opportunities limits and challenges from both the licensor and licensee s perspectives In particular these case studies represent an effective basis for comparing different experiences and brand licensing strategies allowing readers to understand both best practices and pitfalls to avoid when building an effective and enduring licensing program Chapter objectives summaries key learning points and discussion questions reinforce understanding and aid reflection Practical yet theoretically grounded this book is particularly suitable for postgraduate MBA and executive education students interested in strategic brand management licensing strategy and brand expansion This book can also serve as a valuable guide for professionals interested in expanding their brand portfolio This book provides effective tools to evaluate the strategic side of brand licensing and the selection of the appropriate company to be a licensee Online resources include PowerPoint slides a test bank of exam questions a case list and discussion questions **Partnering Intelligence** Stephen M. Dent, 2004 Partnering Intelligence explains a proven process for generating powerful alliances completely updated with new case studies including the award winning Bank of America Exult Inc partnership study new research and statistical information from thousands of partners and the Win Win Orientation Assessment A Practical Guide to Successful Construction Projects Arent van Wassenaer, 2017-04-21 Written by experienced and innovative projects lawyer Arent van Wassenaer this book explains what the critical success factors are for construction projects to be completed on time within everyone s budget to the right quality with all stakeholders satisfied and without disputes In so doing van Wassenaer discusses how such projects could be structured tendered for executed and completed and what legal and non legal mechanisms are available to achieve success in construction projects Using examples of real projects A Practical Guide to Successful Construction Projects provides tools for those in leading and managerial positions within the construction industry to change where necessary their usual operational methods into methods which are aimed at achieving project The British National Bibliography Arthur James Wells, 2006 Books In Print 2004-2005 Ed Bowker success Staff, Staff Bowker, Ed, 2004 Bleeding-Edge Entrepreneurship João J. Ferreira, Patrick J. Murphy, 2023-01-26 This book contains an Open Access chapter Bleeding edge Entrepreneurship illuminates new possibilities within the domain of business Partnering Intelligence, 2000 American Book Publishing Record, 2007 Resources in Education, 1997

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