

Foundations Of Marketing

Everyday consumers buy into the concept of brands and their associated meanings - the perception of quality, a symbolic relationship, a vicarious experience, or even a sense of identity. Marketing Semiotics suggests that the extent to which consumers recognize, internalize, and relate to brand meanings is not only an academic question. These meanings contribute to 'brand equity', the financial value of intangible brand benefits that exceed the use value of goods, and impacts upon a firm's financial performance. Therefore, the management of brand equity demands first and foremost the management of brand meanings, or semiotics. The book uses structural semiotics, a discipline that extends the laws of structural linguistics to the analysis of verbal, visual, and spatial sign systems, to shed light on the cultural codes and discourses of brands. It proposes that semiotic research should form the cornerstone of brand equity management, since brands rely so heavily on sign systems that contribute to profitability by distinguishing brands from simple commodities, from competitors, and engaging consumers in the brand world. The book includes dozens of global business cases where semiotics has been used to refocus, reposition, or extend the brand to new products, customers, and markets. Drawing upon twenty years of academic and consulting experience, the book provides actionable direction for steering brands through technological and cultural change, differentiating brands in the competitive environment, and counteracting the natural depletion of brand meaning over time.

Foundations of Marketing 2/e is a thorough, up-to-date and exciting introductory textbook that is ideal for students studying marketing for the first time. The book presents a solid grounding in the fundamentals of contemporary marketing, and is full of lively and recent examples of marketing designed to educate and inspire. An international group of scholars, drawn from the United States, Europe and Australia and from a number of academic disciplines, explores the history of marketing in the food and drink industries, focusing on the meaning of brands, the ways in which they add value and the surrounding business strategies.

Handbook of the Economics of Marketing, Volume One: Marketing and Economics mixes empirical work in industrial organization with quantitative marketing tools, presenting tactics that help researchers tackle problems with a balance of intuition and skepticism. It offers critical perspectives on theoretical work within economics, delivering a comprehensive, critical, up-to-date, and accessible review of the field that has always been missing. This literature summary of research at the intersection of economics and marketing is written by, and for, economists, and the book's authors share a belief in analytical and integrated approaches to marketing, emphasizing data-driven, result-oriented, pragmatic strategies. Helps academic and non-academic economists understand recent, rapid changes in the economics of marketing Designed for economists already convinced of the benefits of applying economics tools to marketing Written for those who wish to become quickly acquainted with the integration of marketing and economics

The Writing on the Wall

Making a Difference in Marketing

EBOOK: Foundations of Marketing, 6e

Gain vital insights into how to motivate people

The Keys to Consumer Behavior

Foundations of Business

This book balances the behavioral and database aspects of customer relationship management, providing students with a comprehensive introduction to an often overlooked, but important aspect of marketing strategy. Baran and Galka deliver a book that helps students understand how an enhanced customer relationship strategy can differentiate an organization in a highly competitive marketplace. This edition has several new features: Updates that take into account the latest research and changes in organizational dynamics, business-to-business relationships, social media, database management, and technology advances that impact CRM New material on big data and the use of mobile technology An overhaul of the social networking chapter, reflecting the true state of this dynamic aspect of customer relationship management today A broader discussion of the relationship between CRM and the marketing function, as well as its implications for the organization as a whole Cutting edge examples and images to keep readers engaged and interested A complete typology of marketing strategies to be used in the CRM strategy cycle: acquisition, retention, and win-back of customers With chapter summaries, key terms, questions, exercises, and cases, this book will truly appeal to upper-level students of customer relationship management. Online resources, including PowerPoint slides, an instructor's manual, and test bank, provide instructors with everything they need for a comprehensive course in customer relationship management.

Popular with readers from all backgrounds and interest levels, MARKETING FOUNDATIONS, 5E, International Edition introduces you to the essentials and latest trends in marketing with strong visuals and stimulating, timely discussions. Meaningful coverage of current marketing strategies and concepts includes social media, entrepreneurship, sustainability, globalization, customer relationship management, supply chain management, and e-commerce models. Emerging topics, such as social and environmental responsibility, entrepreneurship, and marketing during transitional times depict the changing nature of business, keeping you in touch with and prepared for a competitive world. Hult enhances this edition by offering up a unique, global perspective through real-world examples and commentary on significant international-specific marketing concepts and practices. Illustrating the issues with captivating photos, screenshots, advertisements, and examples from real life, MARKETING FOUNDATIONS, 5E, International Edition also offers a variety of modern learning supplements, such as podcasts, videos, and an interactive marketing plan, to help you develop the practical decision-making skills you need for professional success.

Leading experts in these fields of research and marketing practice also contribute additional sections on these topics. This essential marketing guide is supported by a range of teaching support materials including the latest journal and online references, guides to further reading, teaching slides and test bank questions. Marketing, point-of-purchase communications, exhibitions, and personal selling. It also offers up-to-date coverage of e-communication, including e-marketing, mobile marketing, interactive television and relationship marketing. Building on the success of the third edition, the fourth edition comes fully updated with brand new material on a diverse range of products and brands such as Coke Zero, Twitter and Wii Fit, as well as coverage of topical issues such as the Barack Obama campaign and the EU anti-smoking campaign. The fifth edition of Marketing Communications: A European Perspective has been fully updated to include: A brand new chapter examining ethical issues in marketing communications Brand new end-of-chapter cases on international companies and organisations such as Mars, UNICEF, Carrefour and many more Video case material linking key marketing communication theory with the practical issues faced by marketing professionals in a variety of companies The book is suitable for both undergraduate and postgraduate students of marketing communications

Marketing Semiotics

Handbook of the Economics of Marketing

An Applied Approach

The Foundation of Contemporary Marketing Strategy

Conceptual and Methodological Foundations

Pride-Ferrell Foundations of Marketing

Foundations of Marketing, Fourth Edition, is a fully revised and updated edition of the highly successful text by John Fahy and David Jobber. Devised to offer comprehensive coverage for a short course in marketing, Foundations of Marketing retains its concise twelve chapter structure. The book offers a rigorous but accessible introduction, covering the core marketing curriculum in an engaging style that routinely demonstrates how marketing affects our everyday lives, considering both the decisions we make as consumers, and decisions marketing professionals would make in response to their customers. Fully revised and updated, this edition offers a closer focus on the value of marketing and its impact. The new edition also takes a more critical approach that questions and engages with current debates. Topic highlights of the fourth edition include widespread coverage of the huge impact of social media on the sphere of marketing, a fresh look at new techniques of marketing research used in real organizations, and a contemporary perspective on the growing service segment of the world economy. Bang up to date with new cases and examples, the book covers European examples from all corners of the region, including Germany, Sweden, Denmark, France, Switzerland, the UK and Ireland, without ignoring the prevalence of US and global brands in contemporary culture. The book retains the popular Marketing Spotlight and Marketing in Action features, showcasing brands as diverse as Lady Gaga, Guinness and Gap. New Social Media boxes cover LinkedIn, Facebook, Groupon and more. The fourth edition's case studies are all new, featuring brands from varying segments and countries, including H and M, Subway, Carlsberg, Rolex and Jamie Oliver. The new edition is supported by a superlative resource package to support lecturers and students, with exciting new videos linked to the case material, case and tutorial support and the integration of McGraw-Hill's Connect learning solution. Connect offers gradeable interactive activities, cases, self study quizzes, and a variety of tools to help students to master their marketing module.

Never HIGHLIGHT a Book Again! Virtually all of the testable terms, concepts, persons, places, and events from the textbook are included. Cram101 Just the FACTS101 studyguides give all of the outlines, highlights, notes, and quizzes for your textbook with optional online comprehensive practice tests. Only Cram101 is Textbook Specific. Accompany: 9780618973378 9780547004679 . Radical and unique in its approach and presentation, Marketing Graffiti turns the traditional marketing introduction on its head by helping students to understand the part they already play as 'consumers' in the marketing process. Most marketing textbooks tackle the subject as a business function - i.e. how to 'do' marketing in companies and other organizations. Marketing Graffiti shows how marketing is not just a business function but a part of our culture, and one in which we are all active as part-time marketers. By rejecting managerially-driven structures in this way, Saren's approach makes marketing immediate and instantly recognizable as a process and a phenomenon in which we are already complicit. It helps readers to become aware of what they already know, critically examining a wide range of products, businesses, technologies, information services, ads, packaging and branding. Saren utilizes everyday images and phenomena to draw out the conceptual foundations of marketing from a social science and cultural studies perspective as something that we all experience in everyday life. This new edition of the first critical marketing textbook discusses the role new technologies (such as social media) play in marketing culture and how this can potentially place more power in the clicks of the consumer. It includes new, updated or expanded sections on market exclusion, the role of the consumer in innovation, space and place, pricing, consumer communities, collaborative consumption and social media marketing.

Shelby Hunt's revision of 'Foundations of Marketing Theory' continues the tradition of the previous three by providing a clear framework for advancing marketing thought and research. Political Marketing: Theoretical and Strategic Foundations Foundations of Marketing, Custom Publication Foundations of Contemporary Theory Outlines and Highlights for Foundations of Marketing by William M Pride, O C Ferrell, Isbn Social Aspects of Marketing The Foundation of Competitive Advantage

Modern marketing techniques in industrialized countries cannot be implemented without segmentation of the potential market. Goods are no longer produced and sold without a significant consideration of customer needs combined with a recognition that these needs are heterogeneous. Since first emerging in the late 1950s, the concept of segmentation has been one of the most researched topics in the marketing literature. Segmentation has become a central topic to both the theory and practice of marketing, particularly in the recent development of finite mixture models to better identify market segments. This second edition of Market Segmentation updates and extends the integrated examination of segmentation theory and methodology begun in the first edition. A chapter on mixture model analysis of paired comparison data has been added, together with a new chapter on the pros and cons of the mixture model. The book starts with a framework for considering the various bases and methods available for conducting segmentation studies. The second section contains a more detailed discussion of the methodology for market segmentation, from traditional clustering algorithms to more recent developments in finite mixtures and latent class models. Three types of finite mixture models are discussed in this second section: simple mixtures, mixtures of regressions and mixtures of unfolding models. The third main section is devoted to special topics in market segmentation such as joint segmentation, segmentation using tailored interviewing and segmentation with structural equation models. The fourth part covers four major approaches to applied market segmentation: geo-demographic, lifestyle, response-based, and conjoint analysis. The final concluding section discusses directions for further research. '...a punchy, stripped-down version of what marketing is all about.' - The Times Higher Education Supplement If you have a product you're looking to market, or you're seeking to learn more about the potential of online marketing, Marketing: The Basics tells you everything you need to know about the techniques marketers use to push their product to the 'tipping point'. The essentials of e-commerce are explored and explained, along side more traditional marketing approaches in this revised and updated new edition. This book: Explains the fundamentals of marketing and useful concepts such as the Long Tail Includes an international range of topical case studies, such as Obama's presidential campaign, Facebook, and Google Also includes a glossary of terms, guides to further reading and critical questions to assist further thinking and study This lively and user-friendly introduction is perfect for professionals seeking to learn more about subject, and recommended for sixth-form, first-year undergraduate and MBA students.

This is the first integrated theory-to-practice text on marketing's role in the political process. It The study and teaching of marketing as a university subject is generally understood to have originated in America during the early 20th century emerging as an applied branch of economics. This book tells a different story describing the influence of the German Historical School on institutional economists and economic historians who pioneered the study of marketing in America and Britain during the late 19th and early 20th centuries. Drawing from archival materials at the University of Wisconsin, Harvard Business School, and the University of Birmingham, this book documents the early intellectual genealogy of marketing science and traces the ideas that early American and British economists borrowed from German scholars to study and teach marketing. Early marketing scholars both in America and Britain openly credited the German School, and its ideology based on social welfare and distributive justice was a strong motivation for many institutional economists who studied marketing in America, predating the modern macro-marketing school by many decades. Challenging many long-held beliefs, this book provides an authoritative new narrative of the origins of marketing thought. It will be of great interest to educators, scholars and advanced students with an interest in marketing theory and history, and in the history of economic thought.

The Foundations of Marketing Practice

Marketing: The Basics

Adding Value (RLE Marketing)

The Magical Foundations of Marketing Theory

Foundations of Marketing 2E Study Guide

Foundations of Marketing with Redemption Card

Between 1815 and 1890, the German book market experienced phenomenal growth, driven by German publishers' dynamic entrepreneurial attitude towards developing and distributing books. Embracing aggressive marketing on a large scale, they developed a growing sense of what their markets wanted. This study, based almost entirely upon primary sources including over seventy years of trade newspapers, is an in depth account of how and why this market developed—decades before there was any written theory about marketing. This book is therefore about both marketing practice and marketing theory. It provides a uniquely well-researched account of how markets were developed in very sophisticated ways long before there was a formal discipline of marketing: for example, German publishers used segmentation at least 150 years before the first US articles on the subject appeared. Much of their experience was also shared by the UK and US book markets through international interactions between bookellers and other businesses. All scholars of marketing will find this historical account a fascinating insight into markets and marketing. This will also be of interest to social historians, scholars of German history, book trade and book trade historians.

A CHOICE Outstanding Academic Title 2013! Are we influenced by ads even when we fast-forward them? Do brands extend our personalities? Why do we spend more when we pay with a credit card? Psychological Foundations of Marketing considers the impact of psychology on marketing practice and research, and highlights the applied aspects of psychological research in the marketplace. This book presents an introduction to both areas, and provides a survey of the various contributions that psychology has made to the field of marketing. Each chapter considers a key topic within psychology, outlines the main theories, and presents various practical applications of the research. Topics covered include: Motivation: The human needs at the root of many consumer behaviors and marketing decisions. Perception: The nature of perceptual selection, attention and organization and how these perceptual processes relate to the evolving marketing landscape. Decision making: How and under what circumstances it is possible to predict consumer choices, attitudes and persuasion? Personality and Lifestyle: How insight into consumer personality can be used to formulate marketing plans. Social behavior: The powerful role of social influence on consumption. This book will be of great interest to a diverse audience of academics, students and professionals, and will be essential reading for courses in marketing, psychology, consumer behavior and advertising.

Gain a solid understanding of business today and what it takes to become a better employee, more informed consumer, and even a successful business owner with the best-selling FOUNDATIONS OF BUSINESS, 3E. This up-to-date, comprehensive survey of business highlights forms of business ownership, management and organization, human resources management, marketing, social media and e-business, information systems, accounting, and finance. Core topics and special features examine ethics and social responsibility, small business and entrepreneurship, and global issues, while new coverage addresses cutting-edge topics, such as the impact of social media in business, the economic recovery and remaining economic issues: international business, green and socially responsible business, and sustainability. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

The book features 9 previously published journal articles written by Christian Gronroos between 1979 to date. Four of the articles will be on service marketing and four on relationship marketing, which emphasize his knowledge and expertise in the field of service, and relationship marketing during the last 27 years. The articles build to form a clear picture of the continuous development of the field, leading to a synthesis article and a comprehensive concluding chapter. The author offers an alternative to the mainstream marketing mix logic and has consistently pursued the search for an alternative logic for marketing.

Theoretical and Strategic Foundations

Waterlight Marketing

Maslow's Hierarchy of Needs

Foundations of Marketing Thought

The Routledge Companion to Strategic Marketing

With Free Real Deal Upgrade CD

Marketing, Rhetoric and Control investigates the tensions that surround the place of persuasion (and, more broadly, control) in marketing. Persuasion has variously been seen as an embarrassment to the discipline, a target for anti-marketing sentiment, the source of marketing's value in the modern organisation, a mysterious black box inside the otherwise rational and logical endeavour of enterprise, and a rather insignificant part of the marketing programme. This book argues that this multifarious reputation for persuasion within marketing stems from the influence of two quite oppositional paradigms – the scientific and the magico-rhetorical – that ebb and flow across the discourses of its discipline and practice. Constructing an interface between original, challenging close readings of texts from the beginnings of the Western rhetorical tradition and an examination of the ways in which marketing has set about describing itself, this text argues for a Sophistic interpretation of marketing. From this perspective, marketing is understood as providing intermediary services to facilitate the continuing exchange of attention and regard between firm/client and stakeholders. It seeks to manage and direct this exchange through an appreciation of the changing rational and irrational motivations of the firm and stakeholders, using these as resources for the construction of both planned and improvised persuasive interactions in agonistic (or competitive) environments. This book is aimed primarily at researchers and academics working in the fields of marketing, marketing communications, and the related disciplines of marketing theory, critical marketing, and digital marketing. It will also be of interest to marketing academics in business schools, including those working in the areas of media and communication studies who have an interest in commercial and corporate communication, brand use of interactive media, and communication theory.

Understand the true foundations of human motivation This book is a practical and accessible guide to understanding and implementing Maslow's Hierarchy of Needs, providing you with the essential information and saving time. In 50 minutes you will be able to: • Understand the five different levels of needs experienced by all humans • Adapt your marketing strategies to satisfy as many of those needs as possible • Turn your target market into loyal customers ABOUT 50MINUTES.COM Management & Marketing 50MINUTES.COM provides the tools to quickly understand the main theories and concepts that shape the economic world of today. Our publications are easy to use and they will save you time. They provide both elements of theory and case studies, making them excellent guides to understand key concepts in just a few minutes. In fact, they are the starting point to take action and push your business to the next level.

Foundations of Marketing with Redemption Card

One of the true classics in Marketing is now thoroughly revised and updated. "Marketing Theory" is both evolutionary and revolutionary. As in earlier editions, Shelby Hunt focuses on the marketing discipline's multiple stakeholders. He articulates a philosophy of science-based 'tool kit' for developing and analyzing theories, law-like generalizations, and explanations in marketing science. Hunt adds a new dimension to the book, however, by developing arguments for the position that Resource-Advantage Theory provides the foundation for a general theory of marketing and a theoretical foundation for business and marketing strategy. Also new to this edition are four chapters adapted and updated from Hunt's "Controversy in Marketing Theory" that analyze the 'philosophy debates' within the field, including controversies with respect to scientific realism, qualitative methods, truth, and objectivity.

A European Perspective

Marketing Foundations

Foundations of Marketing, Loose-leaf Version

Marketing Theory

Foundations of Marketing Practice

Brands and Marketing in Food and Drink

This is the only textbook to provide an applied, critical introduction to the role of psychology in marketing, branding and consumer behavior. Ideally suited for both students and professionals, the new edition is a complete primer on how psychology informs and explains marketing strategies, and how consumers respond to them. The book provides comprehensive coverage of: Motivation: the human needs at the root of many consumer behaviors and marketing decisions. Perception: the nature of perceptual selection, attention, and organization and how they relate to the evolving marketing landscape. Decision making: how and under what circumstances it is possible to predict consumer choices, attitudes, and persuasion. Personality and Lifestyle: how insight into consumer personality can be used to formulate marketing plans. Social behavior: the powerful role of social influence on consumption. Now featuring case studies throughout to highlight how psychological research can be applied in the marketplace, and insightful analysis of the role of digital media and new technologies, this award-winning textbook is required reading for anyone interested in this fascinating and evolving subject.

Providing comprehensive coverage in a consolidated format, Foundations of Marketing highlights e-marketing and customer relationship management throughout, in addition to current content, up-to-date research, and contemporary examples. This text has been developed in direct response to market need since a variety of reasons leave both instructors and students unable to cover lengthy texts. With only 18 chapters, Foundations of Marketing offers a concise, straightforward approach to basic marketing concepts and strategies, and also gives instructors the flexibility to easily integrate supplemental resources or activities into their lectures. Boxed inserts reinforce students' awareness of special issues: Marketing in Action, E-marketing and Technology, Ethics and Social Issues, Marketing Around the World, and Customer Relationship Management. These boxes examine real-world examples from companies such as Mountain Dew, Enron, Universal Studios, Starbucks, Ikea, and Barnes & Noble. Each chapter ends with a Video Case, illustrating the real-world application of major concepts with examples from companies such as New Belgium Brewing Company, Build-A-Bear Workshop, JetBlue, VIPdesk.com and Subway. An organizational model at the beginning of each part provides a visual "roadmap" of the text, enabling students to see the connection between chapters.

An introduction to the field of applied ontology with examples derived particularly from biomedicine, covering theoretical components, design practices, and practical applications. In the era of "big data," science is increasingly information driven, and the potential for computers to store, manage, and integrate massive amounts of data has given rise to such new disciplinary fields as biomedical informatics. Applied ontology offers a strategy for the organization of scientific information in computer-tractable form, drawing on concepts not only from computer and information science but also from linguistics, logic, and philosophy. This book provides an introduction to the field of applied ontology that is of particular relevance to biomedicine, covering theoretical components of ontologies, best practices for ontology design, and examples of biomedical ontologies in use. After defining an ontology as a representation of the types of entities in a given domain, the book distinguishes between different kinds of ontologies and taxonomies, and shows how applied ontology draws on more traditional ideas from metaphysics. It presents the core features of the Basic Formal Ontology (BFO), now used by over one hundred ontology projects around the world, and offers examples of domain ontologies that utilize BFO. The book also describes Web Ontology Language (OWL), a common framework for Semantic Web technologies. Throughout, the book provides concrete recommendations for the design and construction of domain ontologies.

Establishing a difference is the lynchpin of marketing. It can be achieved in many ways. The results can be magical and powerful: such as increasing, with little expense, the price of a little regulated fish from £0.15 a kilo to £1.00. As with many other disciplines which have great value, this potency has often resulted in the discussion of marketing being prey to increasing complexity. This frequently intimidates those marketing could help. Often it is due to the tooting of supposedly new paradigms, given plausibility by conveniently invented metrics, and an emphasis on the rational and conscious, despite the latter aspects appearing to be the basis for much choice. This imbalance has been highlighted by recent insights from psychology, neurology and behavioural economics. Rather than simply embracing these advances, the focus of marketing has been on additional layers of intricacy and a weighting of emphasis towards means of communication, further distancing marketing from its base. This book aims to cut through to the pivotal role of differentiation, illustrated by case histories and the advances in the related fields referred to, particularly the work of psychologists such as Daniel Kahneman. Unlike much writing on marketing, it has tried to follow Einstein's advice to be "as simple as possible, but no simpler".

The Influence of the German Historical School

Foundations of Marketing

Marketing Communications

Foundations, Controversy, Strategy, and Resource-advantage Theory

Customer Relationship Management

In Search of a New Logic for Marketing

This introductory text examines marketing within the context of a dynamic, contemporary environment. The author is really in-tune with the students, explaining theoretical concepts effectively, using a wide range of mini-cases that bring the subject alive - from Kit Kats to Harry Potter, from obesity to the rejuvenation of the Skoda brand. Groucutt's passion for the subject is clear as he offers a contemporary view of marketing, reflecting complex changes within both society and business, through a development of the marketing mix beyond the traditional 4P and 7P frameworks to encompass a new 10P framework. Concise, affordable and comprehensive in content - this text is a must for all introductory marketing courses. Companion Website: <http://www.palgrave.com/foundations/groucutt/>

Most businesses have serious profit leaks, so when they run their marketing taps, revenue simply pours out of a leaky bucket. Readers who follow the process laid out in this guide will be able to step off the roller coaster of yo-yo sales results and get their business on a sustainable upward curve.

The Routledge Companion to Strategic Marketing offers the latest insights into marketing strategy. Bodo Schlegelmich and Russ Winer present 29 specially commissioned chapters, which include up-to-date thinking on a diverse range of marketing strategy topics. Readers benefit from the latest strategic insights of leading experts from universities around the world. Contributing authors are from, among others, the U.S. (Berkeley, Cornell, MIT, New York University, Texas A&M), Europe (the Hanken School of Economics, INSEAD, the University of Oxford, the University of Groningen, WU Vienna) and Asia (the Indian School of Business, Tongji University). The topics addressed include economic foundations of marketing strategy, competition in digital marketing strategy (e.g., mobile payment systems and social media strategy), marketing strategy, and corporate social responsibility, as well as perspectives on capturing the impact of marketing strategy. Collectively, this authoritative guide is an accessible tool for researchers, students, and practitioners.

Valued by instructors and students alike, Foundations of Marketing presents an accessible introduction to Marketing. Packed with examples and end of chapter case studies highlighting the real world application of marketing concepts, this fully updated Sixth Edition features digital marketing integrated throughout the chapters as well as a dedicated chapter on marketing planning and strategy. Discover: How marketing adds value to customers and organizations How innovative brand positioning drives commercial success How new digital marketing communication techniques are being used by companies to drive their brand awareness and engagement, as well as customer retention and conversion levels How marketing planning and strategy gives direction to an organization's marketing effort and co-ordinates its activities. Key features: Marketing Spotlights showcase the marketing innovations of brands including Adidas, Crayola, Samsung and KFC. Marketing in Action boxes offer varied examples of real companies' campaigns in the UK, Scandinavia, The Netherlands and internationally. Critical Marketing Perspective boxes encourage critical thinking of ethical debates to stimulate student discussion about socially responsible practice and encourage critical analysis of these issues. 12 brand new end of chapter Case Studies including Fjallraven, Primark, Uber and BrewDog give in-depth analysis of companies' marketing strategies, with dedicated questions to provoke student enquiry. Marketing Showcase videos feature interviews with business leaders and marketing professionals, offering insights into how different organisations have successfully harnessed the elements of the marketing mix.

Marketing, Rhetoric and Control

9780618973378

Delivering Long-Term Sales Results

Psychological Foundations of Marketing

Market Segmentation

Signs, Strategies, and Brand Value