

MARKETING

STRAIGHT TO THE HEART

From Product to Positioning to Advertising
How Smart Companies Use the Power of Emotion
to Win Loyal Customers

BARRY FEIG

Marketing Straight To The Heart From New Product Development To Advertising

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Pharmaceutical Marketing Dimitris Dogramatzis,2015-05-06 Designed as a practical guide for the pharmaceutical industry this book covers how to apply cutting edge marketing concepts and tools to the real world intricacies of marketing a heavily regulated product whose success is determined not by the actual end user but by various industry stakeholders From creating a worldwide vision that cascades into local tactics to managing a drug portfolio or pricing a particular product this book guides readers through developing implementing and auditing a successful marketing strategy geared specifically to the pharmaceutical industry It provides graphs tables worksheets pharmaceutical case studies and a sample marketing strategy

New Product Development Ronald Eugene Kmetovicz,1992-08-04 Based on methods of actual product developments from Goodyear Aerospace and Hewlett Packard this engrossing book provides specific guidelines plus a wealth of data for rapid and efficient development of new products using a systems theory which works vertically through an industry s management structure and horizontally across functions that contribute to new product development Demonstrates how to integrate the best available tools with appropriate techniques and how to deliver new products within performance objectives and budget An abundance of checklists data and reference material enable readers to implement the methods presented

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