

Marketing without a Budget

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**Craig S. Rice** 

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MBA in marketing how can today s entrepreneurs and business owners stay on top of what s happening in marketing How can they find the best new ideas and avoid those tactics that don't work or just lead to trouble Trump University Marketing 101 presents all the basics of a marketing MBA Each chapter focuses on one key marketing idea and explores it in a straightforward non academic manner with exercises and examples that show the idea in action But more than basic instruction Sexton also includes his own methodologies for making vital marketing decisions the same methodologies major corporations pay top dollar to have him teach their employees Don Sexton is Professor of Business at Columbia University and principle of The Arrow Group Ltd a marketing consulting and training firm whose clients have included GE Citigroup IBM and Pfizer among many others He has taught at Columbia for more than 35 years is a recipient of the Business School s Distinguished Teaching Award and has written numerous articles on marketing and branding issues He is often quoted in prominent media such as The New York Times Business Week and Beijing s China Economic Daily The Designer's Guide To Marketing And Pricing Ilise Benun, Peleg Top, 2008-03-10 Do what you love and make money The Designer s Guide to Marketing and Pricing will answer all the common questions asked by designers trying to stay afloat in their creative business and also successful designers who want to put a little more thought into their operations Whether you re a freelancer an aspiring entrepreneur or a seasoned small business owner you ll learn everything you need to know about how to market and price your services This book shows you how to learn which marketing tools are most effective and how to use them create a smart marketing plan that reflects your financial goals plan small actionable steps to take in reaching those financial goals determine who your ideal clients are and establish contact with them turn that initial contact into a profitable relationship for both of you talk to clients about money and the design process without fear figure out a fair hourly rate and give an accurate estimate for a project You ll learn the ins and outs of creating and running a creative services business the things they never taught you in school Plus there are useful worksheets throughout the book so you can apply the principles and formulas to your own circumstances and create a workable business plan right away

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