

Principles of Marketing

Philip Kotler
Gary Armstrong
Profulla Agnihotri



17th
Edition

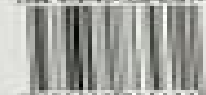
Principles of Marketing helps students master today's key marketing challenge: to create vibrant, interactive communities of consumers who make products and brands a part of their daily lives. Presenting fundamental marketing information within an innovative customer-value framework, the program helps students understand how to create value and gain loyal customers.

The seventeenth edition has been thoroughly revised to reflect the major trends and forces impacting marketing in this era of customer value and high-tech customer relationships. Emphasizing the great role that technology plays in contemporary marketing, it's packed with new stories and examples illustrating how companies employ technology to gain competitive advantage—from traditional marketing all-stars such as P&G and McDonald's to new-age digital competitors such as Apple and Google.

HIGHLIGHTING FEATURES

- The seventeenth edition adds fresh coverage in both traditional marketing areas and on fast-changing and trending topics such as customer engagement marketing, mobile and social media, IoT, Big data, etc.
- This new edition continues to build on its customer engagement framework—creating direct and continuous customer involvement in shaping brands, brand conversations, brand experiences, and brand community.
- New coverage and fresh examples throughout the text address the latest customer engagement tools, practices, and developments.
- New Marketing and the Economy features at the end of each chapter provide contemporary examples for discussion and learning.
- The seventeenth edition continues to track fast-changing developments in marketing communications and the creation of marketing content and also provides new discussions and examples of the growth in global marketing.
- This new edition provides 18 new end-of-chapter company cases by which students can apply what they learn to actual company situations.
- New and updated real-world marketing examples show concepts in action, and bring key course concepts to life.

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