

INDUSTRIAL BUYING BEHAVIOR

Industrial Buying Decision Process



Patterns In Industrial Buying Behavior

Raymond L. Horton



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Roering, 2012-03-15

Strategy and Management of Industrial Brands

Philippe Malaval, 2012-12-06 Strategy and Management of Industrial Brands is the first book devoted to business to business products and services Looking at numerous companies this book defines two brand objectives that are specific to the industrial and service sectors and which must be added to the traditional functions of branding the minimization of risk as perceived by buyers and the facilitation of the customer company's performance by the supplier brand Different ways of classifying brands are suggested providing a better understanding of brand strategies adopted by business to business companies as well as new concepts such as brand printability visibility and purchaseability Five major brand categories are dealt with in separate chapters entering goods brands intermediary equipment goods brands equipment goods brands business to business service brands and industrial distributor brands From a practical point of view the aim of the book is to address the main concerns of managers How to create and protect brands What type of visual identity is appropriate How to manage international brands An analysis of 1 500 industrial brands as well as 40 case studies are included in this book These brands are used in both the industrial automotive building aeronautics IT etc and consumer sectors clothing electronics food packaging telecommunications etc This book has been written for professors and students of universities and business schools as well as managers and people working in industry or the service sector

Dyadic Communication Patterns in Industrial Buying Behavior Wesley J.

Johnston, 1980 *Proceedings of the 1987 Academy of Marketing Science (AMS) Annual Conference* Jon M. Hawes, George

B. Glisan, 2015-05-18 This volume includes the full proceedings from the 1987 Academy of Marketing Science AMS Annual

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