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Marketing Managers Handbook

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marketing plan into action for consumer products services Putting the marketing plan into action for business products services Promoting products and services Global marketing The Dartnell Marketing Manager's Handbook Sidney J. Levv.George R. Frerichs, Howard L. Gordon, 1994-06 Regardless of your marketing management experience level Dartnell s completely revised Marketing Manager's Handbook will guide you to create and executive winning marketing strategies Contribution from 150 marketing experts on virtually every aspect of marketing This handbook is the most comprehensive and practical guide available today about marketing management and how it s used Organized into nine sections this handbook is a comprehensive reference tool that offers a wonderful range of information and assistance to anyone who would better use contemporary marketing techniques to build their their business or their organization into all that it can possibly be Whether you re looking for ways to organize your marketing staff reward your employees or determine sales rep s performance and job attitudes you will have at hand some of the best advice and ideas from experts in marketing management If you re trying to reach customers by market segmentation determine customer wants and needs develop an effective customer service strategy go green achieve brand dominance through customer learning or determine strategic pricing you will learn to get the most out of each **Advertising Manager's Handbook** Robert W. Bly,1999 A desktop tool for marketing directors managers sales managers product managers advertising professionals and anyone else involved in advertising management The book shows how to plan implement and manage an effective advertising programme

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