

A graphic illustration for 'Marketing Management'. The background is a light gray rectangle with a large, semi-transparent blue circle behind it. Overlaid on this are various business-related icons: a line graph with a yellow arrow pointing up, a pie chart with blue and yellow segments, a bar chart with blue bars, a magnifying glass with a black handle, a pair of black-rimmed glasses, and a calculator. The text 'MARKETING MANAGEMENT' is written in large, bold, white capital letters with a black outline, centered over the graphic.

MARKETING MANAGEMENT

Marketing Management In Practice

Percival White



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companies manage growth Specifically we discuss strategies used by companies to gain and defend market position and in this context address the issues of pioneering advantage managing sales growth and managing product lines We further address the process of developing new market offerings and the ways in which companies manage the relationship with their customers The final part of this book presents a set of tools that illustrate the practical application of marketing theory Specifically Part Eight delineates two workbooks a workbook for segmenting the market and identifying target customers and a workbook for developing the strategic and tactical components of a company's business model This part also contains examples of two marketing plans one dealing with the launch of a new offering and the other focused on managing an existing offering

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The Synergy of Business Theory and Practice Alkis Thrassou, Demetris Vrontis, Yaakov Weber, S. M. Riad Shams, Evangelos Tsoukatos, 2019-08-07 The lack of congruence between theory and practice in business remains a widely discussed topic This lack of synergy is quietly and elusively becoming the Achilles heel of contemporary scholarly business research and by extension of business in general Focusing on the deviation of means and ends between business theory and practice this book comprises thirteen chapters which present an array of theoretical and geographical contexts and aim to bring scholarly thinking and scientific analysis together with managerial rationale and practical applications Presenting valuable insights and demonstrating an equalised perception of the theorisation of practice and reversely the practicality of theory this innovative book signifies a new philosophy of scientific work and provides thought provoking reading for scholars in a range of business sub disciplines

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