

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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Readings in Marketing Principles Ivan Wright, Charles Edward Landon, 1926 *Subject Guide to Books in Print*, 1996

Strategic Sport Communication Paul Mark Pedersen, Kimberly S. Miloch, Pamela C. Laucella, 2007 This is an introduction to the wide ranging world of sport communication integral to the successful management marketing and operation of sport organisations at all levels The text outlines the full breadth of the communication industry including the many professional careers available to students and practitioners **Monthly Bulletin. New Series** St. Louis Public Library, 1925 *Research in Education*, 1970 *General Catalogue - New Mexico State Teachers College* New Mexico Normal School (Silver City, N.M.), New Mexico State Teachers College, New Mexico Western College, Western New Mexico University, 1929 Includes also summer session announcement and graduate school bulletin **The Publishers' Trade List Annual**, 1983 *Canadiana*, 1990 **Resources in Vocational Education**, 1980 **American Book Publishing Record**, 1995 **Proceedings of the 1984 Academy of Marketing Science (AMS) Annual Conference** Jay D.

Lindquist, 2015-05-18 This volume includes the full proceedings from the 1984 Academy of Marketing Science AMS Annual Conference held in Niagara Falls New York It provides a variety of quality research in the fields of marketing theory and practice in areas such as consumer behaviour marketing management marketing education and international marketing among others Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complimenting the Academy's flagship journals the Journal of the Academy of Marketing Science JAMS and AMS Review Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science *Catalogue of the Trustees, Officers, and Students, of the University ... and of the Grammar and Charity Schools ...* University of Pennsylvania, 1963

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