

*HEALTH SERVICES MANAGEMENT*  
SERIES EDITORS: CHRIS HAM • CHRIS HEGINBOTHAM

# **RESPONSIVE HEALTHCARE**

*Marketing for a public service*



*Rod Sheaff*

# Responsive Healthcare Marketing For A Public Service

**Bernard Dowling, Caroline Glendinning**

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## **Responsive Healthcare Marketing For A Public Service:**

**Responsive Healthcare** Rod Sheaff, 2002 This text for health service managers and clinical professionals discusses the adaptation of conventional marketing methods for use in healthcare and publicly funded systems responsible for health promotion and health service planning Sheaff U of Manchester England argues that while public services can learn from commercial marketing they should not just copy its practices Topics include anti marketing for tobacco use reduction marketing objectives for health care commissioners and making publicly managed services more responsive to users Distributed by Taylor Francis Annotation copyrighted by Book News Inc Portland OR

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clearly outlined The Toolkit will be a valuable tool for undergraduate and graduate students in healthcare provision as well as health practitioners who have traditionally not been trained in this area I commend it highly as a must read book in this area Dr Victor Asare Bampoe Former Deputy Minister of Health Ghana and currently Director Coordinator Global Financing Technical Support Joint United Nation Programme on HIV AIDS Geneva A truly remarkable scholarly work of our time An easy to read and insightful book that captivates the reader whether practitioner or student Dr Abigail Mensah Korle Bu Teaching Hospital Ghana This book is well written easy to understand and very up to date in its approach to marketing in healthcare related industries It is useful for undergraduate and graduate students as well as healthcare practitioners Dr Gouher Ahmed Professor of Strategic Leadership International Business Skyline University College UAE **Marketing Intelligence, Part B** Mudita Sinha,Arabinda Bhandari,Samant Shant Priya,Sajal Kabiraj,2025-05-05 In the rapidly evolving world of business technology isn t just an asset it s the driving force behind innovation and success This work is an indispensable resource for business leaders marketers and technologists who are eager to stay ahead of the curve

**Marketing Health Services, Fifth Edition** Richard K. Thomas, PhD,2024-05-30 Instructor Resources Test bank PowerPoint slides instructor s manual with additional case studies and discussion questions and a transition guide to the new edition Healthcare marketing is like marketing in other sectors but it also has characteristics that differentiate it It has evolved into a unique discipline with features that set it apart from marketing in other sectors Drawing from the author s many years of real world experience Marketing Health Services provides a foundational understanding of the specialized field of healthcare marketing It delves into the complexities of healthcare markets explains both traditional and modern marketing techniques geared to healthcare use and offers guidance on the implementation and evaluation of marketing initiatives This fifth edition reflects the impact of the COVID 19 pandemic and the momentum it has provided for emerging developments in healthcare including pay for performance population health management and telehealth In addition to updated statistics and new sidebars this edition includes new and expanded coverage of the following subjects Behavior patterns of healthcare consumers Sources of information for healthcare consumers Community needs assessments and how they shape strategy Social media as a vital communication and marketing tool The growing number of resources available to healthcare marketers Marketing Health Services will help current and aspiring healthcare managers understand the unique demands facing healthcare marketers and the strategies of healthcare marketing for facing these challenges *Health Care Marketing* Philip D. Cooper,1994 Health Care Marketing A Foundation for Managed Quality builds on tradition and delivers the very latest answers to the whats whys and hows of making effective marketing a reality in your health care organization Included are journal articles book chapters scholarly papers editorials research reports and case studies all gathered here in a single timely and comprehensive source

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