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F. Lamata



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Fundamentos de marketing Roberto Dvoskin,2004 **Dirección de Marketing** Philip Kotler,2003

Comportamiento del consumidor Leon G. Schiffman,Leslie Lazar Kanuk,2005 CONTENIDO Introducción el impacto de la revolución digital en el comportamiento del consumidor Investigación del consumidor Segmentación del mercado Motivación del consumidor Personalidad y comportamiento del consumidor Percepción del consumidor Aprendizaje del consumidor Formación y cambio de actitudes en el consumidor Comunicación y comportamiento del consumidor Grupos de referencia e influencia familiares Clase social y comportamiento del consumidor La influencia de la cultura en el comportamiento del consumidor Subculturas y comportamiento del consumidor Comportamiento transcultural del consumidor una perspectiva internacional Influencia del consumidor y difusión de las innovaciones Más allá de la toma de decisiones del consumidor

Conceptos de administración estratégica Fred R. David,2003 La naturaleza de la dirección estratégica Formulación de la estrategia La misión de la empresa La evaluación externa La evaluación interna Estrategias en acción Análisis y selección de la estrategia Implantación de la estrategia Implantación de estrategias asuntos relacionados con la gerencia Implantación de estrategias asuntos relacionados con mercadotecnia finanzas y contabilidad investigación y desarrollo y sistemas de información de la gerencia Evaluación de la estrategia Revisión evaluación y control de la estrategia Marketing Gary Armstrong,Philip Kotler,2003 Written for courses in Principles of Marketing at four year and two year colleges this shorter overview aims to help students master the basic principles and practices of modern marketing in an enjoyable and practical way Its coverage balances upon three essential pillars 1 theory and concepts 2 practices and applications and 3 pedagogy cultivating an efficient effective teaching and learning environment This sixth edition provides revised content throughout and reflects the major trends and forces that are impacting marketing in this new connected millennium It includes new thinking and expanded coverage on a wide variety of topics for example relationship marketing connecting technologies the company value chain value delivery networks and global marketing Dirección de marketing Jaime Rivera Camino,Mencía de Garcillán,2007 Los doce capítulos del libro se estructuran de la siguiente manera los dos primeros establecen las características del marketing los siguientes cuatro están destinados a mostrar las decisiones que pueden restringir la función comercial cómo segmentar para evaluar y predecir la demanda cuáles son las variables que deben conocerse para investigar la conducta de compra de los mercados el siguiente presenta el plan de marketing como puente entre la estrategia y los planes operativos y los siguientes las políticas sobre producto precio distribución y comunicación **Dirección de Marketing** Philip Kotler,Kevin Lane Keller,2006 **Principios de marketing** Águeda Esteban Talaya,2008-10 La nueva edición de Principios de Marketing realiza un amplio recorrido por la moderna concepción del marketing desde una perspectiva tanto estratégica como operativa Este libro aporta a diferencia de otras obras de marketing la posibilidad de acercarse a los nuevos métodos en la gestión de clientes y a los instrumentos más actuales de comercialización que aplican las empresas en la realidad

Qu es el valor del tiempo de vida del cliente para la empresa C mo se coordinan las acciones de cross selling y up selling en la gesti n del valor del cliente Cu l es la principal causa de fracaso en la implantaci n de la estrategia de gesti n de relaciones con los clientes CRM Qu tendencias actuales influyen m s sobre el comportamiento de compra de los consumidores Qu variables y medidas integran los sistemas de control de las acciones de marketing que puede implantar la empresa Cu les son los principales servicios de informaci n electr nicos a disposici n de las empresas en la actualidad Qu reglas hay que seguir para obtener el xito en el lanzamiento de nuevos productos al mercado Cu les son los principales instrumentos para aumentar la rotaci n y rentabilidad de los productos en el punto de venta Qu principales formas de publicidad no convencional en televisi n utilizan las empresas En este texto el lector encontrar respuesta a estas y muchas otras preguntas adem s de una gran cantidad de ejemplos ilustraciones y esquemas que facilitan la comprensi n y aplicaci n Un libro v lido tanto para el aprendizaje de estudiantes como para la consulta del profesional de marketing Autores queda Esteban Talaya Jes s Garc a de Madariaga Ma Jos Narros Gonz lez Cristina Olarte Pascual Eva Marina Reinares Lara Manuela Saco V zquez NDICE Marketing funciones y entorno Mercado y demanda en marketing Planificaci n y organizaci n de marketing Informaci n e investigaci n de marketing Producto Distribuci n comercial Comunicaci n comercial *Aplicaciones de investigaci n comercial* Elena Abascal Fernandez, Elena Abascal, Ildefonso Grande Esteban, Ildefonso Grande, 1994 El libro se estructura en cuatro cap tulos que tratan aplicaciones de investigaci n comercial para la segmentaci n de mercados la imagen y el posicionamiento y decisiones de mix marketing producto y precios comunicaci n y distribuci n *Los consumidores del siglo XXI* Mara Luisa Sole Moro, 2003 Recoge Estudio del comportamiento del consumidor Principales condicionantes del consumo El proceso de decisi n de compra Principales m todos de investigaci n del comportamiento del consumidor Perspectivas de consumo la evoluci n del comportamiento del consumidor *La venta relacional* Ines Kuster Boluda, 2002 El marketing de relaciones La lealtad y la satisfacci n La calidad de servicio como estrategia competitiva La gesti n de la relaci n con el cliente La orientaci n al mercado La venta adaptable **La esencia del Marketing** Bernat Lopez-Pinto Ruiz, 2004-12-31 Una de las finalidades m s importantes de toda empresa es el beneficio En la actualidad el modo de conseguir m s beneficio ya no es nicamente incrementar el volumen de ventas sino que la finalidad del beneficio se persigue a trav s de la satisfacci n del cliente mediante las herramientas de que dispone la direcci n comercial planificando un marketing adecuado al mercado en el que se desea incidir Este trabajo pretende dar a conocer de forma generalizada y sint tica los principales aspectos del marketing desde la investigaci n del mercado a trav s de la cuantificaci n del mismo buscando la informaci n necesaria ya sea primaria o secundaria su segmentaci n con las variables m s adecuadas y el estudio del comportamiento del cliente hasta la planificaci n la organizaci n la ejecuci n y el control de la acci n comercial es decir del marketing mix a aplicar As mismo se analizan con profundidad los instrumentos que la direcci n comercial utiliza para la planificaci n del marketing mix a saber el producto el precio el posicionamiento y la promoci n as como su aplicaci n durante el ciclo de vida del producto Desde el

punto de vista operativo la obra est destinada a exponer las cuatro variables del marketing principalmente en el campo de los productos de consumo y su aplicaci n a trav s de un plan de marketing Iniciativa Digital Polit cnica **Análisis de mercados** ,2008-07-31 Este manual ofrece una visi n general sobre el concepto de an lisis de mercados Con l el lector adquirir la capacidad necesaria para poder identificar los elementos que influyen en los mercados de consumo y en las decisiones de los consumidores conociendo y analizando las herramientas principales necesarias para comprender las t cnicas de investigaci n y medici n de la demanda Por ltimo proporciona los conocimientos necesarios para diferenciar entre canales minoristas y mayoristas NDICE 1 Estructura de la distribuci n comercial 2 Canales minoristas 3 Canales mayoristas 4 Motivaci n y retribuci n de los distribuidores Dominar el marketing es fácil Enrique Hormigo,2002 El marketing en la econom a de la empresa El marketing sectorial El mercado y la competencia Medici n y previsi n de la demanda Segmentaci n y posicionamiento Investigaci n comercial La organizaci n de ventas *Mercadotecnia Programada* ,2004 **Marketing sanitario** F. Lamata,1994 Este libro parte de algunas premisas y quiere transmitir fundamentalmente dos mensajes Las premisas son Que consideramos que el sector sanitario tiene un enorme futuro Que contamos con unos magn ficos profesionales que pueden hacer una gran labor Que ninguna dificultad es insuperable Que hay que tener valor para reconocer los errores y abrir nuevos caminos Los mensajes son estos El sector sanitario tiene que centrar sur organizaciones en el paciente Cada decisi n tiene que pasarse por el tamiz de la pregunta qu es lo que le interesa de verdad al paciente a sus familiares a cada grupo humano al que sirve y al conjunto de la sociedad Las instituciones sanitarias deben saber que la actitud del personal de cada uno de los profesionales es clave para prestar un servicio de excelencia Y la actitud del personal estar directamente relacionada con la actitud de la instituci n en cuesti n hacia l **Mercadeo Básico** , *Identificación de los mercados apropiados* David Parmerlee,Eugenia Fisher,1998-05 Recoge Identificar los mercados Trazar el perfil de los clientes Analizar su competencia Trabajar dentro de las restricciones reguladoras Presentaci n de datos formularios

Dirección comercial : guía de estudio M. Pilar López Belbeze,2008 Esta publicaci n est pensada para aquellos alumnos que se inician en el estudio del marketing independientemente de su procedencia dentro del rea de las ciencias sociales Para todos ellos este documento representa una herramienta b sica para el aprendizaje de esta materia ya que aporta los fundamentos o conceptos b sicos del marketing y una estructura que cubre un amplio abanico de reas de marketing investigaci n de mercados comportamiento consumidor y marketing estrat gico entre otras e incluye unas ilustraciones que van a favorecer su aprendizaje La publicaci n tambi n aporta en cada cap tulo toda una serie de tareas a realizar con las que poder afianzar y aplicar los conceptos trabajados Mar a Pilar L pez Belbeze es profesora titular de universidad del rea de Comercializaci n e Investigaci n de Mercados en el Departamento de Econom a de la Empresa de la UAB Su trayectoria docente se centra en materias todas ellas relacionadas con el marketing en el mbito de la administraci n y direcci n de empresas as como en diversos m steres y cursos de postgrado organizados por instituciones acad micas

nacionales e internacionales En los últimos años también ha participado y dirigido diferentes proyectos de innovación docente en esta área de conocimiento Por otra parte su actividad investigadora gira en torno al marketing estratégico y la organización en marketing participando activamente en proyectos de investigación del Departamento y formando parte de un grupo de investigación consolidado A lo largo de su trayectoria docente e investigadora ha tenido la oportunidad de colaborar en diversas facetas con cada uno de los autores que han participado también en la elaboración de este documento Todos ellos están vinculados también al área de Comercialización e Investigación de Mercados de la UAB **El consumo de la tercera edad**
Ildefonso Grande Esteban,2002

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