## MARKETING STRATEGY

CHAPTER TWO

### LEARNING OUTCOMES:

- Defining Strategic Planning
- Designing the business portfolio
- Managing the market effort.
- Explaining the marketing strategy and marketing mix.

# **Shr Strat Mktg Plan Essent Mkt**

Peter J. Rea, Harold Kerzner

#### **Shr Strat Mktg Plan Essent Mkt:**

Strategic Planning Peter J. Rea, Harold Kerzner, 1997-10-15 Strategic Planning A Practical Guide Peter Rea Ph D HaroldKerzner Ph D In today s business world now more than ever theonly constant is change With technology producing a steady streamof innovations consumer preferences shifting rapidly andworld wide free trade increasing successful managers face agrowing challenge to remain a step ahead of the future Frombusiness students to corporate managers anyone interested in this discipline will find no resource more insightful and engaging than Strategic Planning A Practical Guide From their extensive experience consulting with Fortune 500 companies Rea and Kerznerhave succeeded in crafting the definitive introduction to strategicplanning and management policy and strategy from the grass rootsprinciples to the practical applications utilized by organizationstoday Examining the integral roles of finance marketing learning curves research and development inventory control andmanufacturing techniques Strategic Planning presents acomprehensive overview of the development and implementation of contemporary strategic planning models applicable to both small and large businesses Rather than teaching complex integrated theory the authors offer a straight forward approach to demonstratestrategic planning and management policy techniques Withstep by step methods on how to apply relevant material along with discussion questions and problems designed to highlight the practical application of particular issues companies cansuccessfully formulate and implement strategic initiatives to Establish a clear direction for the future Make decisions across levels and functions Improve organizational performance Build teamwork and expertise Aid executives in thinking and behaving strategically And more

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