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Selected cases in strategic marketing: For the University of Phoenix

Linda E. Swayne

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Selected Cases In Strategic Marketing

Harsh V. Verma



Selected Cases In Strategic Marketing:

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Strategic Marketing Management Cases David W. Cravens, Charles W. Lamb, 1993

The Secrets of Successful Strategic Account Management Richard Santucci, David Hughes, 2022-04-25 Richard Santucci and David Hughes leverage their combined fifty plus years of experience in industrial sales in this guide that reveals how to take care of your most important customers The Secrets of Successful Strategic Account Management begins by highlighting why companies must establish a strategic account program The authors then lay out an easy to follow process to build such a program The guide presents in layman s terms a successful and proven process to enhance sales at twice a company s average growth rate through strategic account management techniques Learn how to identify strategic accounts select effective strategic account managers build out a team focused on bolstering business avoid common mistakes that cut into profits Join the authors on a journey focused on boosting revenue growth and profitability preventing losses and converting customers into valued partners through strategic account management Santucci and Hughes have done a great job of laying out a playbook for developing a robust strategic account program with some great tools and templates that will help the reader develop their own program Naren Gursahaney Non Executive Chair of the Board Terminix The Secrets of Successful Strategic Account Management is the perfect blend of theory and implementation to guide your company in building strategic account management capabilities Santucci and Hughes deliver insight and practical tips drawing upon their years of sales leadership A superb handbook for corporate executives Christopher Stevens CEO Unibloc Pump LLC

Case Studies on the Business of Nutraceuticals, Functional and Super Foods Cristina Santini, Stefania Supino, Lucia Irene Bailetti, 2022-09-14 A volume in the Consumer Science and

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Resources in Education ,1988

Strategic Marketing Issues in Emerging Markets Atanu Adhikari,2018-07-27

This book presents a collection of articles addressing a range of marketing strategies unique to emerging economies. It describes the component of strategic and tactical marketing including the marketing mix segments and targeting product and market orientation employing the Internet and social media penetration and loyalty strategies and innovation and other strategy issues in the marketing context. In addition, the book focuses on creating communicating and delivering customer value to emerging market consumers through diverse marketing strategies, processes and programs in the context of emerging markets dynamics, consumer diversity and competitors. Bringing together contributors from industry and academia to explore key marketing issues prevalent in India and other emerging economies, the book offers a unique and insightful read for a global audience. This book, edited by Dr. Atanu Adhikari, offers important analytical and managerial insights into consumer behavior, firm strategy, market dynamics and marketing instruments, price, promotion, distribution and product. While marketing and management disciplines have developed useful empirical generalizations, the context is critical. This book does exactly that: place the generalized results in the context of emerging markets and India. Accordingly, this is a valuable resource for scholars and practitioners. Dr. Gurumurthy Kalyanaram, Professor, City University of New York, USA and Tata Institute of Social Sciences, Mumbai, India, US Editor, International Journal of Learning and Change and President, MIT South Asian Alumni Association. This book is a must read for anyone interested in marketing to less developed countries. While the focus of the chapters is on India, the lessons learned can be generally applied. The 32 chapters represent comprehensive coverage of nearly every topic related to marketing with many examples. Any manager interested in doing business in emerging markets, Professors who want a better knowledge of these markets or students who want an excellent reference should acquire this book. Dr. Russell S. Winer, William Joyce Professor of Marketing, Stern School of Business, New York University, USA.

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