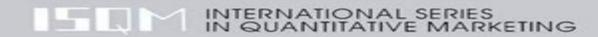
## MARKETING MANAGEMENT SUPPORT SYSTEMS

### Principles, Tools and Implementation

BEREND WIERENGA GERRIT VAN BRUGGEN



**Charles A. Ingene, Mark E. Parry** 

Marketing Management Support Systems Berend Wierenga, Gerrit Harm van Bruggen, 2000-04-30 The challenge for the future is designing marketing management support systems that combine these newer technologies into maximally effective systems that constitute a real competitive edge in the marketplace This book aims to help spur this implementation by offering a framework for matching the demand and supply of information in order to guide the functional design and development of marketing management support systems in specific situations **Marketing Management Support** Systems Berend Wierenga, Gerrit van Bruggen, 2012-12-06 Marketing management support systems are designed to make marketing managers more effective decision makers in this electronic era Developments in information technology have caused a marketing data explosion but have also provided a powerful set of tools that can transform this data into applicable marketing knowledge Consequently companies are making major investments in such marketing decision aids This book is the first comprehensive systematic textbook on marketing management support systems. The basic issue is the question of how to determine the most effective type of support for a given marketing decision maker in a particular decision situation The book takes a demand oriented approach Decision aids for marketing managers can only be effective if they match with the thinking and reasoning process of the decision makers who use them Consequently the important questions addressed in this book are how do marketing managers make decisions how can marketing management support systems help to overcome several cognitive limitations of human decision makers and what is the most appropriate type of management support system for assisting the problem solving methods employed by a marketing decision maker The Handbook of Marketing Research Rajiv Grover, Marco Vriens, 2006-06-23 CHOICE MAGAZINE Outstanding Academic Title for 2007 In addition to discussing relevant content the various contributors to the book are excellent communicators Sentences are clear paragraphs are coherent and chapters fulfill the promise of their introductions and readers will benefit from the diagrams figures and charts that are used to enhance the text I enjoyed reading this book and recommend it highly This book will be of particular interest to advanced students academics and practitioners Although statistical background is necessary to comprehend the advanced analytical techniques most readers are likely to benefit from the overviews provided in this well written book Guldem Gokcek JOURNAL OF MARKETING The Handbook of Marketing Research Uses Misuses and Future Advances comprehensively explores the approaches for delivering market insights for fact based decision making in a market oriented firm Divided into four parts the Handbook addresses 1 the different nuances of delivering insights 2 quantitative qualitative and online data gathering techniques 3 basic and advanced data analysis methods and 4 the substantial marketing issues that clients are interested in resolving through marketing research Key Features Appeals to users as well as suppliers of marketing research Comprehensive topics in marketing research such as philosophy techniques and applications are delivered in a reader friendly applications oriented and non mathematical fashion Covers many cutting edge techniques of

data collection and analysis Traditional quantitative techniques innovative qualitative techniques and emerging online methods are presented Provides a broad range of current ideas and applications The contributors address models of the impact of marketing mix variables segmentation brand equity satisfaction customer lifetime value and marketing ROI Chapters on international marketing research and marketing management support systems are also included Management Dynamics Dimitrios Buhalis, Carlos Costa, 2006-08-11 As the global tourism industry continues to expand and to become more complex it is vital that those in the industry identify trends early and design proactive strategies to gain competitive advantage Tourism Futures dynamics challenges and tools provides the readers with a comprehensive insight of the changes in the external business environment and equips them with new managerial techniques and tools in order to adapt and profit from these changes and into the future Written by a team of globally renowned thinkers and researchers it provides the manager of tomorrow with the ability to look beyond normal planning horizons and identify potential opportunities from change Tourism Futures dynamics challenges and tools is part of a two part set with its companion text Tourism Futures the emerging business which takes the reader on a logical progression to look at new products new consumers and new industry Both texts thereby provide the reader with a complete set of tools and knowledge to enable them to recognise the key areas of growth and change and the ability to use the new tools and technologies available to Differential Games in Marketing Steffen Jørgensen, Georges develop them and maximise business potential Zaccour, 2012-12-06 Game theory has proven useful to represent and conceptualize problems of conflict and cooperation in a formal way and to predict the outcome of such situations Differential games are dynamic games that are particularly designed to study systems where observations and decisions are made in real time. The book conveys to the reader the state of the art of research in marketing applications of differential game theory. This research started about 25 years ago and the literature has now reached an extent and a maturity that makes it natural to take stock The book deals with differential games in advertising pricing and marketing channels as well as with marketing production and pricing advertising interfaces It provides also a tutorial on main concepts in differential games The Tourism and Leisure Industry Kaye Sung Chon, 2012-10-12 Find out how the ways we live and work are changing the ways in which we play As populations grow and urbanization increases social class income and ethnicity are influencing where and when people travel The Tourism and Leisure Industry Shaping the Future gives you the knowledge and skills you need to keep your business on top of this competitive field An essential read for all leisure and tourism experts this book analyzes and explains demographics global supply and demand globalization intercultural behavior and mobility to help you forecast future consumer needs This insightful book also predicts new markets and products to help you tailor your business to the tourism and leisure trends of the next generation The Tourism and Leisure Industry Shaping the Future evaluates traditional leisure time activities such as theme parks and sporting events as well as the fastest growing activities such as leisure based wellness resorts Find out

what the populations of different countries are expecting from their free time in terms of temporal aspects benefits and location Get up to date advice on information technology and see how it will be changing the way you do business The Tourism and Leisure Industry Shaping the Future focuses on a variety of factors impacting tourism today including changes in social values intercultural technology races changed economic market conditions changing lifestyle trends population growth networked economies the growing market for senior travelers The Tourism and Leisure Industry Shaping the Future is your contemporary guide to the next steps in the evolution of tourism and leisure Filled with tables and figures to help you organize and understand the information it presents this book is easy to read yet suitable for any expert in the leisure field With case studies research reports and extensive bibliographies it is a vital resource for destination managers consultants and teachers alike The Tourism and Leisure Industry Klaus Weiermair, Christine Mathies, 2004 An essential read for all leisure and tourism experts this educational book analyzes and explains demographics global supply and demand globalization intercultural behavior and mobility to help you forecast future consumer needs Handbook of Marketing Decision Models Berend Wierenga, 2008-09-05 Marketing models is a core component of the marketing discipline The recent developments in marketing models have been incredibly fast with information technology e g the Internet online marketing e commerce and customer relationship management CRM creating radical changes in the way companies interact with their customers This has created completely new breeds of marketing models but major progress has also taken place in existing types of marketing models Handbook of Marketing Decision Models presents the state of the art in marketing decision models. The book deals with new modeling areas such as customer relationship management customer value and online marketing as well as recent developments in other advertising sales promotions sales management and competition are dealt with New developments are in consumer decision models models for return on marketing management support systems and in special techniques such as time series and neural nets **Database Marketing** Robert C. Blattberg, Byung-Do Kim, Scott A. Neslin, 2010-02-26 Database marketing is at the crossroads of technology business strategy and customer relationship management Enabled by sophisticated information and communication systems today s organizations have the capacity to analyze customer data to inform and enhance every facet of the enterprise from branding and promotion campaigns to supply chain management to employee training to new product development Based on decades of collective research teaching and application in the field the authors present the most comprehensive treatment to date of database marketing integrating theory and practice Presenting rigorous models methodologies and techniques including data collection field testing and predictive modeling and illustrating them through dozens of examples the authors cover the full spectrum of principles and topics related to database marketing This is an excellent in depth overview of both well known and very recent topics in customer management models It is an absolute must for marketers who want to enrich their knowledge on customer analytics Peter C Verhoef Professor of Marketing Faculty of Economics and Business University of

Groningen A marvelous combination of relevance and sophisticated yet understandable analytical material It should be a standard reference in the area for many years Don Lehmann George E Warren Professor of Business Columbia Business School The title tells a lot about the book s approach though the cover reads database the content is mostly about customers and that s where the real world action is Most enjoyable is the comprehensive story in case after case which clearly explains what the analysis and concepts really mean This is an essential read for those interested in database marketing customer relationship management and customer optimization Richard Hochhauser President and CEO Harte Hanks Inc In this tour de force of carefulscholarship the authors canvass the ever expanding literature on database marketing This book will become an invaluable reference or text for anyone practicing researching teaching or studying the subject Edward C Malthouse Theodore R and Annie Laurie Sills Associate Professor of Integrated Marketing Communications Northwestern University

Marketing Research and Modeling: Progress and Prospects Yoram Wind, Paul E. Green, 2013-06-05 Marketing Research and Modeling addresses state of the art developments including new techniques and methodologies by leading experts in marketing and marketing research This work emphasizes new developments in Bayesian Decision Analysis Multivariate Analysis Multidimensional Scaling Conjoint Analysis Applications of Conjoint and MDS technique Data Mining Cluster Analysis and Neural Networks Market Response Models Dominique M. Hanssens, Leonard J. Parsons, Randall L. Schultz, 2005-12-19 From 1976 to the beginning of the millennium covering the quarter century life span of this book and its predecessor something remarkable has happened to market response research it has become practice Academics who teach in professional fields like we do dream of such things Imagine the satisfaction of knowing that your work has been incorporated into the decision making routine of brand managers that category management relies on techniques you developed that marketing management believes in something you struggled to establish in their minds It s not just us that we are talking about This pride must be shared by all of the researchers who pioneered the simple concept that the determinants of sales could be found if someone just looked for them Of course economists had always studied demand But the project of extending demand analysis would fall to marketing researchers now called marketing scientists for good reason who saw that in reality the marketing mix was more than price it was advertising sales force effort distribution promotion and every other decision variable that potentially affected sales The bibliography of this book supports the notion that the academic research in marketing led the way The journey was difficult sometimes halting but ultimately market response research advanced and then insinuated itself into the fabric of modern management **Managing Business Interfaces** Amiya K. Chakravarty, Jehoshua Eliashberg, 2006-03-03 Amiya Chakravarty is a big name in production manufacturing and Josh Eliashberg is a huge name in marketing This is one of the first books that examines the interface of Marketing and Production with the chapters written by well known people in the field Hardcover version published in December 2003 Mathematical Models of Distribution Channels Charles A. Ingene, Mark E. Parry, 2006-01-27 Mathematical Models of

Distribution Channels identifies eight Channel Myths that characterize almost all analytical research on distribution channels The authors prove that models that incorporate one or more Channel Myths generate distorted conclusions they also develop a methodology that will enable researchers to avoid falling under the influence of any Channel Myth At the heart of their analysis is a single manufacturer multiple retailer meta model that embraces any degree of inter retailer competition and any distribution of market shares In Chapters 1 and 2 the authors provide an introduction to the current analytical literature on distribution channels and they present an intuitively appealing prologue to the Channel Myths that are developed rigorously in later Chapters In Chapters 3 4 and 10 they extend the literature by ascertaining the relationship between the manufacturer optimal wholesale price strategy and channel breadth Specific analyses include multiple non competing retailers multiple states of nature and multiple competing retailers In Chapters 5 7 the authors determine the profitability of various wholesale price strategies this analysis culminates in Chapters 8 and 9 with the determination of the very limited conditions under which channel coordination can be optimal for the manufacturer In Chapter 11 they prove that existing methods of measuring the effect of a change in the degree of inter retailer substitutability are totally misleading They then develop an original theoretical basis for measuring the impact of a change in the degree of inter retailer substitutability that yields insightful intuitively appealing results In Chapter 12 the authors set forth an agenda for future research based on a meta model that embraces all existing models in the literature They also issue an appeal for creation of a Unifying Theory of Distribution Channels that will enable researchers to work independently and yet to contribute toward the common goal of deepening the marketing science professions understanding of distribution channels **Dynamic Models of Advertising Competition** Gary M. Erickson, 2012-12-06 I am gratified that there is sufficient interest in the subject matter so as to support the offering of a second edition of this monograph The of differential games dynamic interpretation and game theoretic foundation form a powerful and vital methodology for helping us study and understand marketing competition This second edition offers a blend of what proved to be successful with the first edition and new material The first two chapters reviewing empirical and modeling research have been updated to include contributions in the last decade that have advanced the area I have not changed the essential content in the duopoly analyses in chapters 3 4 and 5 A notable addition to the present edition are the new chapters 6 7 and 8 which offer analysis of three triopoly models In the final chapter I offer my summary view of the area and hope for continued contributions I want to express my appreciation for the support of Josh Eliashberg editor of the International Series in Quantitative Marketing as well as Zachary Rolnik Director and David Cella Publishing Editor of Kluwer Their encouragement has provided crucial motivation in this endeavor It's Not the Size of the Data -- It's How You Use It Koen Pauwels, 2014-03-26 In this invaluable resource discover how to conduct smarter marketing strategies using analytics and dashboards to get the most out of your data Did you know that your business already has the world's greatest information tracking team working tirelessly for you 24 7 to gather all the info you could

possibly need to find your next customers Between brand tracking CRM programs and online behavior tracking as well as the always dependable trade shows and satisfaction studies mounds of marketing metrics are being generated for you across various touchpoints and channels Locked in the vast quantity of information are accurate data driven answers to every marketing question and analytic dashboards are the key to finding it all In It's Not the Size of the Data It's How You Use It marketing expert Koen Pauwels introduces you to these transformative web based tools that gather synthesize and visually display essential data in real time directly connecting marketing with performance He then supplies a simple yet rigorous methodology that explains step by step how to Gain crucial IT support Build a rock solid database Select key leading performance indicators Design the optimal dashboard layout Use marketing analytics to improve decisions and reap rewards There is simply too much customer produced information out there today for marketing teams to go with gut decisions or the same old standbys Dashboard analytics will bring scientific precision and insight to the marketing efforts of any size organization in any industry and turn this eye popping data into a specific plan of attack **New-Product Diffusion Models** Vijay Mahajan, Eitan Muller, Yoram Wind, 2000-09-30 Product sales especially for new products are influenced by many factors. These factors are both internal and external to the selling organization and are both controllable and uncontrollable Due to the enormous complexity of such factors it is not surprising that product failure rates are relatively high Indeed new product failure rates have variously been reported as between 40 and 90 percent Despite this multitude of factors marketing researchers have not been deterred from developing and designing techniques to predict or explain the levels of new product sales over time The proliferation of the internet the necessity or developing a road map to plan the launch and exit times of various generations of a product and the shortening of product life cycles are challenging firms to investigate market penetration or innovation diffusion models. These models not only provide information on new product sales over time but also provide insight on the speed with which a new product is being accepted by various buying groups such as those identified as innovators early adopters early majority late majority and laggards New Product Diffusion Models aims to distill synthesize and integrate the best thinking that is currently available on the theory and practice of new product diffusion models This state of the art assessment includes contributions by individuals who have been at the forefront of developing and applying these models in industry The book s twelve chapters are written by a combined total of thirty two experts who together represent twenty five different universities and other organizations in Australia Europe Hong Kong Israel and the United States The book will be useful for researchers and students in marketing and technological forecasting as well as those in other allied disciplines who study relevant aspects of innovation diffusion Practitioners in high tech and consumer durable industries should also gain new insights from New Product Diffusion Models The book is divided into five parts I Overview II Strategic Global and Digital Environments for Diffusion Analysis III Diffusion Models IV Estimation and V Applications and Software The final section includes a PC based software program developed by Gary L Lilien and Arvind

Rangaswamy 1998 to implement the Bass diffusion model A case on high definition television is included to illustrate the various features of the software A free 15 day trial access period for the updated software can be downloaded from http www mktgeng com diffusionbook Among the book s many highlights are chapters addressing the implications posed by the internet globalization and production policies upon diffusion of new products and technologies in the population Economics of Retailing and Distribution Roger R. Betancourt, 2005-01-01 This book should become a standard reference in the field It combines rigorous modeling with sophisticated econometrics and includes telling examples to illustrate general principles Dennis C Mueller University of Vienna Austria This book provides a uniform and coherent approach to the analysis of distribution systems in general and retail systems in particular It develops the fundamentals of retail demand and supply and demonstrates how the provision of distribution services is a principal determinant of economic outcomes in retail exchanges for both retailers and their customers as well as for other agents such as suppliers and franchisors The author integrates the existing literature with new applications to provide novel insights into the multi product nature of retailing the service aspects of packaging and the evolution of retail formats such as supermarkets non store retailers including the Internet and shopping centers He illustrates how the complementarity that underlies retail activities leads to lower average prices for customers This integrative process also brings out the role of distribution services as mechanisms to exercise economic power This is evident not only in channels of distribution but in the evolution of Wal Mart and the development of franchise contracts. The author also identifies the crucial differences between the retailing of goods and the retailing of services This impressive volume skilfully integrates conceptual theoretical and empirical research to analyse critical issues in the economics of retailing and distribution It will be required reading for academics and professional economists interested in industrial organization marketing applied microeconomics and business Quantitative Marketing and Marketing Management Adamantios Diamantopoulos, Wolfgang Fritz, Lutz Hildebrandt, 2013-01-31 Quantitative marketing has been gaining importance during the last decade This is indicated by the growing number of model and method oriented studies published in leading journals as well as by the many successful applications of quantitative approaches in pricing advertising new product planning and market segmentation decisions In addition market research has clearly benefitted from applying advanced quantitative models and methods in practice Some 60 researchers among them worldwide leading scholars offer a broad overview of quantitative approaches in marketing They not only highlight diverse mathematical and methodological perspectives but also demonstrate the relevance and practical consequences of applying quantitative approaches to marketing problems Intelligent Support Systems for Marketing Decisions Nikolaos F. Matsatsinis, Y. Siskos, 2012-12-06 Intelligent Support Systems for Marketing Decisions examines new product development market penetration strategies and other marketing decisions utilizing a confluence of methods including Decision Support Systems DSS Artificial Intelligence in Marketing and Multicriteria Analysis The authors systematically examine the use and implementation of these methodologies

in making strategic marketing decisions Part I discusses the basic concepts of multicriteria analysis vis vis marketing decisions and in new product development situations Part II presents basic concepts from the fields of Information Systems Decision Support Systems and Intelligent Decision Support Methods In addition specialized categories of DSS multicriteria DSS web based DSS group DSS spatial DSS are discussed in terms of their key features and current use in marketing applications Part III presents IDSS and a multicriteria methodology for new product development Further chapters present a developmental strategy for analyzing designing and implementing an Intelligent Marketing Decision Support System The implementation discussion is illustrated with a real world example of the methods and system in use Intelligent Systems Using Soft Computing Jorge Casillas, Francisco J. Martínez-López, 2010-09-30 Dr Jay Liebowitz Orkand Endowed Chair in Management and Technology University of Maryland University College Graduate School of Management Technology 3501 University Boulevard East Adelphi Maryland 20783 8030 USA iliebowitz umuc edu When I first heard the general topic of this book Marketing Intelligent Systems or what I ll refer to as Marketing Intelligence it sounded guite intriguing Certainly the marketing field is laden with numeric and symbolic data ripe for various types of mining data text multimedia and web mining It s an open laboratory for applying numerous forms of intelligentsia neural networks data mining expert systems intelligent agents genetic algorithms support vector machines hidden Markov models fuzzy logic hybrid intelligent systems and other techniques I always felt that the marketing and finance domains are wonderful application areas for intelligent systems and this book demonstrates the synergy between marketing and intelligent systems especially soft computing Interactive advertising is a complementary field to marketing where intelligent systems can play a role I had the pleasure of working on a summer faculty f lowship with R GA in New York City they have been ranked as the top inter tive advertising agency worldwide I quickly learned that interactive advertising also takes advantage of data visualization and intelligent systems technologies to help inform the Chief Marketing Officer of various companies Having improved ways to present information for strategic decision making through use of these technologies is a great benefit

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