

Readings



- MarkStrat background: *MarkStrat Online Student Handbook*
- *Rethinking Marketing* (very good summary of many of the First Principles, customer centricity, and changing role of marketing)
- Insight into the effect of marketing on firm performance
 - *The Bottom Line: Marketing and Firm Performance* (summary of research on empirical linkages)
 - *10 Insights: The New Intelligent Enterprise Winning with Data* (survey of business managers, especially shows importance of using data and analytics)
- *Marketing Strategy*: Chapter 1

Readings In Marketing

Michael L. Ray



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Edward Landon,1926 *Essential Readings in Marketing* Leigh McAlister,Ruth Nancy Bolton,Ross Rizley,2006-01-01 A
guide to important research in marketing with abstracts of over 200 papers and bibliographical references to more organized
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(and HANSEN (Harry Louis)),Harry Louis HANSEN,1956 *Readings in Marketing* John Howard Westing,1955
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Edmund Jerome MacCarthy,1975 **Readings in Marketing** Roger A. Layton,K. LeLièvre,1978 Measurement Readings
for Marketing Research Michael L. Ray, **Readings in Marketing Management** Jerry Thomas,Jerry Thomas Ph
D,2011-11-10 This collection of writings in Marketing is written for Marketing managers as well as college students in upper
division Marketing courses The goal of this revised edition continues to be a pragmatic discussion of strategies and actions
which at the end of the day will provoke curiosity and improved reasoning as well as increase the ability to influence effective
Marketing management decisions The book examines basic Marketing terminology while at the same time develops skills
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