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Decision Making 6 Business Marketing 7 Segmenting and Targeting Markets 8 Decision Support Systems and Marketing Research Part Three PRODUCT DECISIONS 9 Product Concepts 10 Developing and Managing Products 11 Services and Nonprofit Organization Marketing Part Four PLACE DISTRIBUTION DECISIONS 12 Marketing Channels and Supply Chain Management 13 Retailing Part Five PROMOTION DECISIONS 14 Integrated Marketing Communication 15 Advertising and Public Relations 16 Sales Promotion and Personal Selling Part Six PRICING DECISIONS 17 Pricing Concepts 18 Setting the Right Price Part Seven TECHNOLOGY DRIVEN MARKETING 19 Customer Relationship Management Mktg Carl McDaniel, Joe Hair, Charles Lamb, 2024-02 Lamb Hair McDaniel's MKTG 14th Edition demonstrates the practical application of marketing principles in real world scenarios Relevant and timely examples help students better understand and apply marketing principles A user friendly design makes it easy to navigate and comprehend key concepts By connecting theory to real life situations Lamb Hair McDaniel's MKTG 14th Edition bridges the gap between classroom learning and the modern marketing industry helping students recognize the practicality of marketing and develop essential skills for success

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