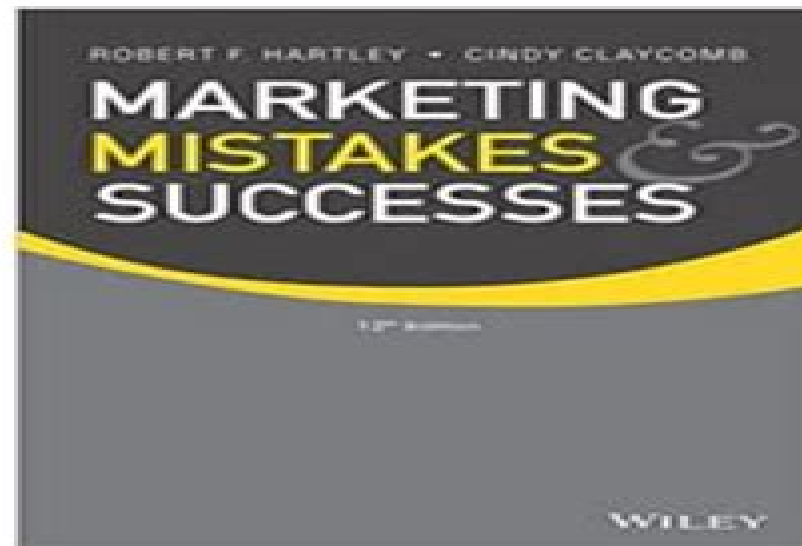


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result of a detailed and rigorous developmental process designed to provide customer value in several ways first we continue to use the active learning approach that has been the foundation of our previous editions Second we have incorporated many new examples tools and design elements that are consistent with the learning styles for today s students Third we have added deleted and modified topics and content based on our own expertise and the advice of many knowledgeable reviewers Overall the fifth edition of Marketing represents our efforts to guarantee the high quality of previous editions and to continue our tradition of growth and improvement

Strategic Marketing Problems Roger A. Kerin, Robert A. Peterson, 2007 This best selling book is dedicated to the development of decision making skills in marketing It introduces concepts and tools useful in structuring and solving marketing problems while extensive case studies provide an opportunity for those concepts and tools to be employed in practice Consisting of 10 chapters and 44 cases that feature contemporary marketing perspectives and practices this book covers the topics of marketing management its foundations financial aspects decision making and case analysis opportunity analysis market segmentation and market targeting product and service strategy and brand management integrated marketing communication strategy and management pricing strategy and management the control process and comprehensive marketing programs For marketing executives and professionals

Strategic Management Herbert Sherman, Daniel James Rowley, Barry R. Armandi, 2006 Strategic Management An Organization Change Approach examines the art and science of strategic management in businesses and other organizations Working from an established theoretical base this new work discusses practical applications of various strategic management philosophies while focusing on strategy as organizational change Sherman Rowley and Armandi outline specific strategies and tactics that managers can use to maximize not only productivity but also satisfaction in their human organizations In an interactive and approachable manner Strategic Management analyzes the importance of an organization s internal and external environment explains how to develop an organizational mission vision values and goals identifies human level vs corporate level strategy choices and offers advice on how managers can effectively implement their plans The authors also consider variables that might affect the proposed strategic management approaches such as international environments and non profit government and small businesses

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Emerging Issues in International Business Research Masaaki Kotabe, Preet S. Aulakh, 2002 Contributors in international business multinational management and marketing examine current research in international business from an issue oriented approach rather than a functional approach Themes are the macro environment interactions between business and institutions and competition and strategy Some topics discussed include regional integration cultural and financial globalization intellectual property protection and multilateral agencies Business groups international acquisitions and

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