

Ninth Edition



Marketing Management

*Analysis,
Planning,
Implementation,
and Control*

Philip Kotler

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Ying-Ying Zheng



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Marketing Places Philip Kotler,2002-01-15 Today s headlines report cities going bankrupt states running large deficits and nations stuck in high debt and stagnation Philip Kotler Donald Haider and Irving Rein argue that thousands of places cities states and nations are in crisis and can no longer rely on national industrial policies such as federal matching funds as a promise of jobs and protection When trouble strikes places resort to various palliatives such as chasing grants from state or federal sources bidding for smokestack industries or building convention centers and exotic attractions The authors show

instead that places must like any market driven business become attractive products by improving their industrial base and communicating their special qualities more effectively to their target markets From studies of cities and nations throughout the world Kotler Haider and Rein offer a systematic analysis of why so many places have fallen on hard times and make recommendations on what can be done to revitalize a place s economy They show how place wars battles for Japanese factories government projects Olympic Games baseball team franchises convention business and other economic prizes are often misguided and end in wasted money and effort The hidden key to vigorous economic development the authors argue is strategic marketing of places by rebuilding infrastructure creating a skilled labor force stimulating local business entrepreneurship and expansion developing strong public private partnerships identifying and attracting place compatible companies and industries creating distinctive local attractions building a service friendly culture and promoting these advantages effectively Strategic marketing of places requires a deep understanding of how place buyers tourists new residents factories corporate headquarters investors make their place decisions With this understanding place sellers economic development agencies tourist promotion agencies mayor s offices can take the necessary steps to compete aggressively for place buyers This straightforward guide for effectively marketing places will be the framework for economic development in the 1990s and beyond

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Excerpt from Marketing Management, 15th Global Edition, Philip Kotler and Kevin Lane Keller Philip Kotler, Kevin Lane Keller, 2018

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