

SIXTH EDITION

MARKET-BASED MANAGEMENT



Strategies
for Growing
Customer
Value and
Profitability

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**Robert E Stevens, David L
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Market-based Management Roger J. Best, 2000 Using an applied approach that focuses on market orientation marketing strategy and market based management this text details the connections between a market driven strategy customer value and profitable growth Integrated coverage of the Internet Explores how the Internet can affect marketing demand customer access and improve competitive intelligence Expanded coverage of developing a Marketing Plan in Chapter 14 More consumer examples integrated throughout the text End of chapter application problems solutions are in the Instructor's Manual Glossary has been added to the end of the text A focus on the fundamental need for businesses to attract satisfy and retain customers Coverage that goes beyond marketing fundamentals Features a three fold integration of market driven strategy customer satisfaction and profitable growth [Strategic Marketing Management - The Framework, 10th Edition](#) Alexander Chernev, 2019-01-01 Strategic Marketing Management The Framework outlines the essentials of marketing theory and offers a structured approach to identifying and solving marketing problems This book presents a strategic framework to guide business decisions involving the development of new offerings and the management of existing products services and brands **Strategic Marketing Management: Theory and Practice** Alexander Chernev, 2019-01-01 Strategic Marketing Management Theory and Practice offers a systematic overview of the fundamentals of marketing theory defines the key principles of marketing management and presents a value based framework for developing viable market offerings The theory presented stems from the view of marketing as a value creation process that is central to any business enterprise The discussion of marketing theory is complemented by a set of practical tools that enable managers to apply the knowledge contained in the generalized frameworks to specific business problems and market opportunities The information on marketing theory and practice contained in this book is organized into eight major parts The first part defines the essence of marketing as a business discipline and outlines an overarching framework for marketing management that serves as the organizing principle for the information presented in the rest of the book Specifically we discuss the role of marketing management as a value creation process the essentials of marketing strategy and tactics as the key components of a company's business model and the process of developing an actionable marketing plan Part Two focuses on understanding the market in which a company operates Specifically we examine how consumers make choices and outline the main steps in the customer decision journey that lead to the purchase of a company's offerings We further discuss the ways in which companies conduct market research to gather market insights in order to make informed decisions and develop viable courses of action Part Three covers issues pertaining to the development of a marketing strategy that will guide the company's tactical activities Here we focus on three fundamental aspects of a company's marketing strategy the identification of target customers the development of a customer value proposition and the development of a value proposition for the company and its collaborators The discussion of the strategic aspects of marketing management includes

an in depth analysis of the key principles of creating market value in a competitive context The next three parts of the book focus on the marketing tactics viewed as a process of designing communicating and delivering value Part Four describes how companies design their offerings and specifically how they develop key aspects of their products services brands prices and incentives In Part Five we address the ways in which companies manage their marketing communication and the role of personal selling as a means of persuading customers to choose purchase and use a company s offerings Part Six explores the role of distribution channels in delivering the company s offerings to target customers by examining the value delivery process both from a manufacturer s and a retailer s point of view The seventh part of the book focuses on the ways in which companies manage growth Specifically we discuss strategies used by companies to gain and defend market position and in this context address the issues of pioneering advantage managing sales growth and managing product lines We further address the process of developing new market offerings and the ways in which companies manage the relationship with their customers The final part of this book presents a set of tools that illustrate the practical application of marketing theory Specifically Part Eight delineates two workbooks a workbook for segmenting the market and identifying target customers and a workbook for developing the strategic and tactical components of a company s business model This part also contains examples of two marketing plans one dealing with the launch of a new offering and the other focused on managing an existing offering

The Oxford Handbook of Arts and Cultural Management Yuha Jung, Neville Vakharia, Marilena Vecco, 2024 The Oxford Handbook of Arts and Cultural Management surveys contemporary research in arts and cultural management fulfilling a crucial need for a curated high quality first line resource for scholars by providing a collection of empirical and theoretical chapters from a global perspective With a focus on rigorous and in depth contributions by both leading and emerging scholars from international and interdisciplinary backgrounds the Handbook presents established and cutting edge research in arts and cultural management and suggests directions for future work

Strategic Marketing Management, 9th Edition Chernev, Alexander, 2018-01-01 **Market-based Management** Roger J. Best, 2013 For courses in marketing management or marketing strategy A focus on how marketing performance profitability and strategies affect profit Measuring performance and profitability in marketing is becoming more and more important in the business world Best focuses on marketing performance and profitability and the role marketing strategies play in building the profits of a business This edition further builds on the metrics and analytics focus while incorporating the rise of technology in marketing

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Preface to Marketing Management J. Paul Peter, James H. Donnelly, 2005-02-08 Preface to Marketing Management 10 e by Peter and Donnelly is praised in the market for its organization format clarity brevity and flexibility The text serves as an overview for critical issues in marketing management Its brief inexpensive paperback format makes it a perfect fit for instructors who assign cases readings simulations or offer modules on marketing management for MBA students The text also works in courses that implement a cross functional curriculum where the students are required to purchase several texts **Jurnal ekonomi** ,2007 Fundamentals of Marketing O. C. Ferrell, William M. Pride, 1982

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