

Strategic Marketing Management 8th Edition

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Marketing Strategy - O. C. Ferrell 2012-12-20

Thoroughly revised and updated, *MARKETING STRATEGY*, 6e continues with one primary goal: to teach students to think and act like marketers. Packed with cutting-edge coverage, current examples, new cases, and photographs, the sixth edition delivers a practical, straightforward approach to analyzing, planning, and implementing marketing strategies--helping students learn to develop a customer-oriented market strategy and market plan. Students sharpen their analytical and creative critical thinking skills as they learn the key concepts and tools of marketing strategy. Continuing in the text's signature student-friendly style, the sixth edition covers essential points without getting bogged down in industry jargon--all in a succinct 10 chapters. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Strategic Marketing Management - Alexander Chernev 2009

Strategic Marketing Management (5th edition) offers a comprehensive framework for strategic planning and outlines a structured approach to identifying, understanding, and solving marketing problems. For business students, the theory advanced in this book is an essential tool for understanding the logic and the key aspects of the marketing process. For managers and consultants, this book presents a conceptual framework that will help develop an overarching strategy for day-to-day decisions involving product and service design, branding, pricing, promotions, and distribution. For senior executives, the book provides a big-picture approach for developing new marketing campaigns and evaluating the success of ongoing marketing programs.

Strategic Marketing Management - Alexander Chernev 2014-06-15

Strategic Marketing Management (8th Edition) outlines the essentials of marketing theory and offers a structured approach to identifying, understanding, and solving marketing problems. This book delineates a comprehensive framework for articulating sound marketing strategies to guide business decisions involving product and service design, branding, pricing, sales promotion, communication, and distribution. The concepts, principles, and frameworks advanced in this book apply to a wide range of organizations, from startups to established market leaders, from packaged-goods manufacturers to value-added service providers, from nonprofit entities to for-profit corporations.

Strategic Marketing - Torsten Tomczak 2017-09-15

Dieses Lehrbuch führt in verständlicher, systematischer und knapper Form in die Problemfelder der Marketingplanung ein. Sowohl die Marketingplanung auf der Unternehmens- und Geschäftsfeldebene als auch die Planung des Marketing-Mix werden behandelt. Mit Hilfe von zahlreichen kurzen Fallbeispielen werden wesentliche Aspekte des Inhaltes veranschaulicht. Die Autoren haben in der 7. Auflage alle Kapitel überarbeitet und diverse neue Praxisbeispiele aufgenommen. Bei der Markenführung wurden einige Grundlagen ergänzt.

IS Management Handbook - Carol V. Brown 1999-10-28

In systems analysis, programming, development, or operations, improving productivity and service - doing more with less - is the major challenge. Regardless of your management level, the Handbook gives you the advice and support you need to survive and prosper in the competitive environment. It is the only

comprehensive and timely source of technical and managerial guidance, providing expert information on the latest IT management techniques from top IS experts. This edition explains state-of-the-art technologies, innovative management strategies, and practical step-by-step solutions for surviving and thriving in today's demanding business environment. The *IS Management Handbook* outlines how to effectively manage, adapt and integrate new technology wisely, providing guidance from 70 leading IS management experts in every important area. This reference enables its readers to ensure quality, contain costs, improve end-user support, speed up systems development time, and solve rapidly changing business problems with today's IS technology.

Strategic Market Management - David A. Aaker 2008

Relevant to strategic management courses as well as market management, this textbook synthesises literature in the field of strategy and can be used at both the undergraduate and MBA levels. This edition provides greater emphasis on external market analysis, including the value proposition, product category analysis, and more.

Marketing Management - Mullins 2012-05-01

The eighth edition of *Marketing Management: A Strategic Decision-Making Approach*, concentrates on marketing decision-making, rather than mere description of marketing phenomena. By providing specific tools and decision frameworks, it prepares its readers to hit the ground running and contribute tangibly to the marketing efforts of firms large and small. Drawing on its authors' wealth of entrepreneurial and executive experience, along with their thought-leading research, the book provides an abundance of real-life examples of marketing decisions - both good and not-so-good - from around the world in companies ranging from entrepreneurial start-ups to multi-national giants. This edition continues to be the most current and internet-savvy book available, injecting the latest developments in internet-based communication and distribution technology into every chapter.

Handbook of Market Segmentation - Art Weinstein 2004

This is a practical how-to guide to what marketers need to know about defining, segmenting and targeting business markets: assessing customer needs; gauging the competition; designing winning strategies; and maximising corporate resources.

Marketing Strategy: A Decision-Focused Approach - John Mullins 2013-01-24

Marketing Strategy, 8e is a focused, succinct text which can be used on its own or packaged with a case book. It covers the concepts and theories of creating and implementing a marketing strategy and offers a focus on the strategic planning process and marketing's cross/inter-functional relationships. This text distinguishes itself from competitors by maintaining a strong approach to strategic decision making. The eighth edition helps students integrate what they have learned about analytical tools and the 4P's of marketing within a broader framework of competitive strategy. Four key and relevant trends that are sweeping the world of marketing theory and practice are integrated throughout this new edition.

Services Marketing - Jochen Wirtz 2016-03-29

Services Marketing: People, Technology, Strategy is the eighth edition of the globally leading textbook for *Services Marketing* by Jochen Wirtz and Christopher Lovelock, extensively updated to feature the latest

academic research, industry trends, and technology, social media and case examples. This textbook takes on a strong managerial approach presented through a coherent and progressive pedagogical framework rooted in solid academic research. Featuring cases and examples from all over the world, *Services Marketing: People, Technology, Strategy* is suitable for students who want to gain a wider managerial view of Services Marketing.

Marketing Strategy and Competitive Positioning, 7th Edition - Prof Graham Hooley 2020-01-09

Marketing Strategy and Competitive Positioning 6e deals with the process of developing and implementing a marketing strategy. The book focuses on competitive positioning at the heart of marketing strategy and includes in-depth discussion of the processes used in marketing to achieve competitive advantage. The book is primarily about creating and sustaining superior performance in the marketplace. It focuses on the two central issues in marketing strategy formulation – the identification of target markets and the creation of a differential advantage. In doing that, it recognises the emergence of new potential target markets born of the recession and increased concern for climate change; and it examines ways in which firms can differentiate their offerings through the recognition of environmental and social concerns. The book is ideal for undergraduate and postgraduate students taking modules in Marketing Strategy, Marketing Management and Strategic Marketing Management.

Marketing planning and strategy - Subhash Chandra Jain 1985

Transnational Management - Christopher A. Bartlett 2018-03-01

Transnational Management provides an integrated conceptual framework to guide students and instructors through the challenges facing today's multinational enterprises. Through text narrative and cases, the authors skilfully examine the development of strategy, organizational capabilities, and management roles and responsibilities for operating in the global economy. The key concepts are developed in eight chapters that are supplemented by carefully selected practical case studies from world-leading case writers. All chapters have been revised and updated for this eighth edition to reflect the latest thinking in transnational management while retaining the book's strong integrated conceptual framework. Ten new cases have been added, and four others updated. A full range of online support materials are available, including detailed case teaching notes, almost 200 PowerPoint slides, and a test bank. Suitable for MBA, executive education and senior undergraduate students studying international management, international business or global strategy courses, *Transnational Management* offers a uniquely global perspective on the subject.

Customer Relationship Management - V. Kumar 2018-05-15

This book presents an extensive discussion of the strategic and tactical aspects of customer relationship management as we know it today. It helps readers obtain a comprehensive grasp of CRM strategy, concepts and tools and provides all the necessary steps in managing profitable customer relationships. Throughout, the book stresses a clear understanding of economic customer value as the guiding concept for marketing decisions. Exhaustive case studies, mini cases and real-world illustrations under the title “CRM at Work” all ensure that the material is both highly accessible and applicable, and help to address key managerial issues, stimulate thinking, and encourage problem solving. The book is a comprehensive and up-to-date learning companion for advanced undergraduate students, master's degree students, and executives who want a detailed and conceptually sound insight into the field of CRM. The new edition provides an updated perspective on the latest research results and incorporates the impact of the digital transformation on the CRM domain.

Global Marketing Management - Masaaki (Mike) Kotabe 2016-12-01

The 7th Edition of *Global Marketing Management* prepares students to become effective managers overseeing global marketing activities in an increasingly competitive environment. The text's guiding principle, as laid out concisely and methodically by authors Kotabe and Helsen, is that the realities of international marketing are more “multilateral.” Suitable for all business majors, the text encourages students to learn how marketing managers work across business functions for effective corporate performance on a global basis and achievement of overall corporate goals. *Global Marketing Management* brings timely coverage in various economic and financial as well as marketing issues that arise from the acutely recessionary market environment.

Spanning Silos - David A. Aaker 2008

'Spanning Silos' explains how to strengthen your credibility with silo teams and your CEO, use cross-functional teams and other strategic linking devices, foster communication across silos, develop common planning processes, and adapt your brand strategy to silo units.

Strategic Management - 2012

Marketing Strategy - Odies Collins Ferrell 2012-12-20

MARKETING STRATEGY, 6e, International Edition emphasizes teaching students to think and act like marketers. It presents strategy from a perspective that guides strategic marketing management in the social, economic, and technological arenas in which businesses function today--helping students develop a customer-oriented market strategy and market plan. Its practical approach to analyzing, planning, and implementing marketing strategies is based on the creative process involved in applying marketing concepts to the development and implementation of marketing strategy. An emphasis on critical thinking enables students to understand the essence of how marketing decisions fit together to create a coherent strategy. Well-grounded in developing and executing a marketing plan, the text offers a complete planning framework, thorough marketing plan worksheets, and a comprehensive marketing plan example for students to follow.

Absolute Essentials of Strategic Marketing - Tony Proctor 2020-06-10

Strategic marketing is a complex topic and this shortform textbook illuminates its fundamental elements to provide a birds-eye view of the field for students of marketing strategy. Focused on the marketing of goods and services, the book highlights how incremental changes in the market environment drive changes to marketing strategies. The author, an experienced marketing expert, uses the concept of "strategic windows" to facilitate student understanding, looking at how firms can best anticipate and react to opportunities and threats. Enhanced by text features such as essential summaries, focused references, and additional online supplements, this very short introduction enables the reader to zero-in on the core priorities for strategic marketers. The result is a volume that is valuable reading for marketing students around the world.

Marketing Channel Strategy - Robert W. Palmatier 2016-06-03

For advanced undergraduate and/or graduate-level courses in Distribution Channels, Marketing Channels or Marketing Systems. *Marketing Channel Strategy* shows students how to design, develop, maintain and manage effective relationships among worldwide marketing channels to achieve sustainable competitive advantage by using strategic and managerial frames of reference. This program will provide a better teaching and learning experience—for you and your students. Here's how: Bring Concepts to Life with a Global Perspective: Varied topics are covered, bringing in findings, practice, and viewpoints from multiple disciplines. Teach Marketing Channels in a More Flexible Manner: Chapters are organized in a modular format, may be read in any order, and re-organized. Keep your Course Current and Relevant: New examples, exercises, and research findings appear throughout the text.

The Sports Strategist - Irving Rein PhD 2014-08-01

Today's high-performance sports business is more complex than ever before and presents new challenges to the industry at all levels. Sports organizations are fighting hard for the money and engagement of fans, media, and sponsors while facing unprecedented competition both domestically and internationally. The cost of doing business continues to rise, while traditional revenue streams are under increased pressure. In *The Sports Strategist: Developing Leaders for a High-Performance Industry*, authors Irving Rein, Ben Shields, and Adam Grossman demonstrate that relying too much on winning is a losing long-term strategy for dealing with these challenges. Instead, they argue that sports organizations must focus on identifying and maximizing key factors that, unlike winning, can be controlled and shaped. By building a more well-rounded business, sports strategists will position themselves and their organizations for sustainable success in the industry. Blending extensive industry experience and real-world case studies with their academic expertise, the authors arm students with the combination of the necessary tools to help them make better strategic decisions. Students will learn how to design identities, reinvigorate venue experiences, manage narratives, and maximize new technology in today's connected world. In addition, readers will explore how

to implement business analytics, build public support, and apply ethics in decision-making. These techniques are vital to creating a successful sports organization that is ready to reap the benefits of winning when it does happen, without having to suffer when it does not. The demand for innovative leaders who can address these issues and make tough decisions on which challenges to prioritize has never been greater. The Sports Strategist is an essential resource for anyone looking to thrive in the sports industry.

International Marketing Strategy - Isobel Doole 2008

This textbook sets out the context, techniques and strategies involved in successful international marketing. It breaks down the area into three main parts: analysis - including trading environment, market considerations, research and opportunities; development - including planning, standardization, entry strategies; and implementation - including product strategy, international communication, distribution, pricing, challenges. It takes material from around the world, including Europe, Australia, Pacific Rim and USA, covering consumer and business to business, manufacturing and services. With short case illustrations, longer integrated cases, summaries and discussion points, undergraduate students should find this easy to use both as a course book and for revision reference. Following the new syllabus of the international marketing section of CIM qualifications, this should also serve as reading for any student undertaking these examinations.

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, 9th Edition - Chernev, Alexander 2018-01-01

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.

E-Marketing - Raymond Frost 2018

Earlier editions have Judy Strauss as the first named author.

Strategic Marketing: Planning and Control - Graeme Drummond 2007-06-01

Strategic Marketing: planning and control covers contemporary issues by exploring current developments in marketing theory and practice including the concept of a market-led orientation and a resource/asset-based approach to internal analysis and planning. The text provides a synthesis of key strategic marketing concepts in a concise and comprehensive way, and is tightly written to accommodate the reading time pressures on students. The material is highly exam focused and has been class tested and refined.

Completely revised and updated, the second edition of Strategic Marketing: planning and control includes chapters on 'competitive intelligence', 'strategy formulation' and 'strategic implementation'. The final chapter, featuring mini case studies, has been thoroughly revised with new and up to date case material.

The Elusive Fan: Reinventing Sports in a Crowded Marketplace - Ben Ryan Shields 2006-07-14

Sports are a multibillion-dollar global business that will continue to grow by leaps and bounds into the foreseeable future. The bad news is: It's never been harder to attract, engage, and retain the sports fan. Today's sports fans are bombarded by choices. Traditional sports, such as baseball, football, and basketball, compete for fans' dollars with snowboarding, lacrosse, poker...even paintball. The old business formulas, developed in the age of three TV networks and creaky stadiums, no longer apply. World-renowned communication expert Irving Rein, international marketing guru Philip Kotler, and communication specialist Ben Shields deliver an innovative new business model centered squarely on fan satisfaction and retention. They give you the tools to transform your sports product into an enduring brand-immune to the vagaries of winning and losing-that quickly adapts to changing market conditions. Along the way they illustrate their points with fascinating case studies, including Manchester United's transformation from a plucky home team to a billion-dollar international franchise Professional golfer Michelle Wie's quest to maximize her talents and marketability Southlake Carroll High School football team's benchmarking of professional and college football programs to build its own brand Daytona International Speedway's reinvention of fan intimacy Combining expert analysis with field-tested strategies for winning hearts and minds, The Elusive Fan is your guide to surviving and thriving in today's ever-widening world of sports.

Frameworks for Market Strategy - Noel Capon 2016-12-08

Frameworks for Market Strategy helps students understand how to develop and implement a market strategy and how to manage the marketing process. Marketing activity is the source of insight on the market, customers, and competitors and lies at the core of leading and managing a business. To understand how marketing fits into the broader challenge of managing a business, Capon and Go address marketing management both at the business and functional levels. The book moves beyond merely presenting established procedures, processes, and practices and includes new material based on cutting-edge research to ensure students develop strong critical thinking and problem-solving skills for success. In this European edition, Capon and Go have retained the strong framework of the book, but have updated the cases, examples, and discussions to increase the book's relevance for students outside the USA. Key features include: • A strong strategic focus, teaching students how to analyze markets, customers, and competitors to plan, execute, and evaluate a winning market strategy • Practical examples from a range of contexts, allowing students to develop the skills necessary to work in for-profit, public, or non-profit firms • Emphasis

on understanding the importance of working across organizational boundaries to align firm capabilities • Full chapters devoted to key topics, including brand management, digital marketing, marketing metrics, and ethical as well as social responsibilities • Focus on globalization with a chapter on regional and international marketing • Multiple choice, discussion, and essay questions at the end of each chapter Offering an online instructor's manual and a host of useful pedagogy - including videos, learning outcomes, opening cases, key ideas, exercises, discussion questions, a glossary, and more - this book will provide a solid foundation in marketing management, both for those who will work in marketing departments, and those who will become senior executives.

Marketing Plans - Malcolm McDonald 2016-11-21

A fully revised and updated 8th edition of the highly renowned international bestseller The 8th edition of this highly acclaimed bestseller is thoroughly revised with every chapter having been updated with special attention to the latest developments in marketing. Marketing Plans is designed as a tool and a user-friendly learning resource. Every point illustrated by powerful practical examples and made actionable through simple, step-by-step templates and exercises. The book is established as essential reading for all serious professional marketers and students of marketing, from undergraduate and postgraduate to professional courses for bodies such as CIM. Above all it provides a practical, hands-on guide to implementing every single concept included in the text. New chapters and content include: A 'Does it Work' feature throughout demonstrating examples of real successes using the processes in the book More substantial coverage of consumer behaviour to balance the book's focus with B2B planning Digital techniques and practices brought fully up to date Also includes a comprehensive online 'Tutors' Guide and Market2Win Simulator for those who teach marketing strategy

Strategic Marketing - David W. Cravens 1987

Strategic Marketing 8/e by Cravens and Piercy is a text and casebook that discusses the concepts and processes for gaining the competitive advantage in the marketplace. The authors examine many components of a market-driven strategy, including technology, customer service, customer relationships, pricing, and the global economy. The text provides a strategic perspective and extends beyond the traditional focus on managing the marketing mix. The cases demonstrate how real companies build and implement effective strategies. Author David Cravens is well known in the marketing discipline and was the recipient of the Academy of Marketing Science's Outstanding Marketing Educator Award. Co-author Nigel Piercy, has a particular research interest in market-led strategic change and sales management, for which he has attracted academic and practitioner acclaim in the UK and USA.

Strategic Marketing Management - Alexander Chernev 2018-03

Strategic Marketing Management (9th Edition) outlines the essentials of marketing theory and offers a structured approach to identifying and solving marketing problems. This book presents a comprehensive framework to guide business decisions involving product and service design, branding, pricing, sales promotion, communication, and distribution.

Strategic Market Management - David A. Aaker 2017-11-30

Strategic Market Management helps managers identify, implement, prioritize, and adapt market-driven business strategies in dynamic markets. The text provides decision makers with concepts, methods, and procedures by which they can improve the quality of their strategic decision-making. The 11th Edition provides students in strategic marketing, policy, planning, and entrepreneurship courses with the critical knowledge and skills for successful market management, including strategic analysis, innovation, working across business units, and developing sustainable advantages.

Strategic Marketing - Cravens 2012-06-21

Marketing Management - Michael R. Czinkota 2021-08-24

This textbook provides students with comprehensive insights on the classical and contemporary marketing theories and their practical implications. A fourth, revised edition of Marketing Management, the text features new classical and contemporary cases, new interdisciplinary and cross-functional implications of business management theories, contemporary marketing management principles and futuristic application

of marketing management theories and concepts. The core and complex issues are presented in a simplified manner providing students with a stimulating learning experience that enables critical thinking, understanding and future application. Each chapter features a chapter summary, key terms, review and discussion questions and a practice quiz. Throughout the text there are also specific teaching features to provide students and instructors with an enhanced pedagogical experience. These features include: The Manager's Corner: These sections provide real-world examples that instructors may highlight to exemplify theory or as mini-cases for discussion. Marketing in Action: These sections ask students to apply concepts and theories to actual business situations. Web Exercises: These mini sections provide students with real world issues and suggest websites for more information. In addition, the authors provide ancillary lecture notes and Solution/Instructors manual online to aid instructors in their teaching activities.

The Marketing Plan - William A. Cohen 2005-12-09

Create winning marketing plans like the pros! Whether you're starting a new business or launching a new product line within a company, you won't be able to succeed without a clear plan that defines your goals and how you will achieve them. Now, best-selling author William Cohen equips you with the knowledge, tools, and techniques you'll need to develop marketing plans like the pros. The Marketing Plan, 5th Edition presents step-by-step procedures--from scanning your environment and establishing goals and objectives, to developing marketing strategies and tactics, to presenting and implementing your plan, and everything in between. When you complete the book, you will not only know what to do, but also how and why. With this practical guide, you get: * Step-by-step instructions: This easy-to-follow, logical approach keeps you clearly focused on what you need to do to develop a successful marketing plan. * Time-saving forms: These worksheets, including 20 new to this edition, help you with different marketing planning tasks, such as profiling target markets and establishing an advertising and publicity budget. * Actual marketing plans from readers who have used the book: This new Fifth Edition features three new sample marketing plans. These plans show how readers have adapted the basic ideas in this book and translated them into successful marketing plans.

Marketing Strategy - Orville C. Walker 2014

Marketing Strategy, 8e is a focused, succinct text which can be used on its own or packaged with a case book. It covers the concepts and theories of creating and implementing a marketing strategy and offers a focus on the strategic planning process and marketing's cross/inter-functional relationships. This text distinguishes itself from competitors by maintaining a strong approach to strategic decision making. The eighth edition helps students integrate what they have learned about analytical tools and the 4P's of marketing within a broader framework of competitive strategy. Four key and relevant trends that are sweeping the world of marketing theory and practice are integrated throughout this new edition.

Strategic Marketing Management, 8th Edition (Chinese) - Chernev, Alexander 2015-09-01

Strategic Marketing Management (8th Edition) outlines the essentials of marketing theory and offers a structured approach to identifying, understanding, and solving marketing problems. This book delineates a comprehensive framework for articulating sound marketing strategies to guide business decisions involving product and service design, branding, pricing, sales promotion, communication, and distribution. The concepts, principles, and frameworks advanced in this book apply to a wide range of organizations, from startups to established market leaders, from packaged-goods manufacturers to value-added service providers, from nonprofit entities to for-profit corporations.

Strategic Brand Management, 3rd Edition - Alexander Chernev 2020-01-31

Strategic Brand Management (3rd Edition) lays out a systematic approach to understanding the key principles of building enduring brands and presents an actionable framework for brand management. Clear, succinct, and practical, it is the definitive text on building strong brands.

Strategic Management in Action - Mary Coulter 2013

Strategic Management in Action presents current strategic management theories and practice in an engaging and easy-to-read format. Coulter effectively blends theory with plenty of opportunity to practice throughout the text, providing readers with the ideologies, ethical dilemmas, and unique strategies of today's real managers and organizations in action.