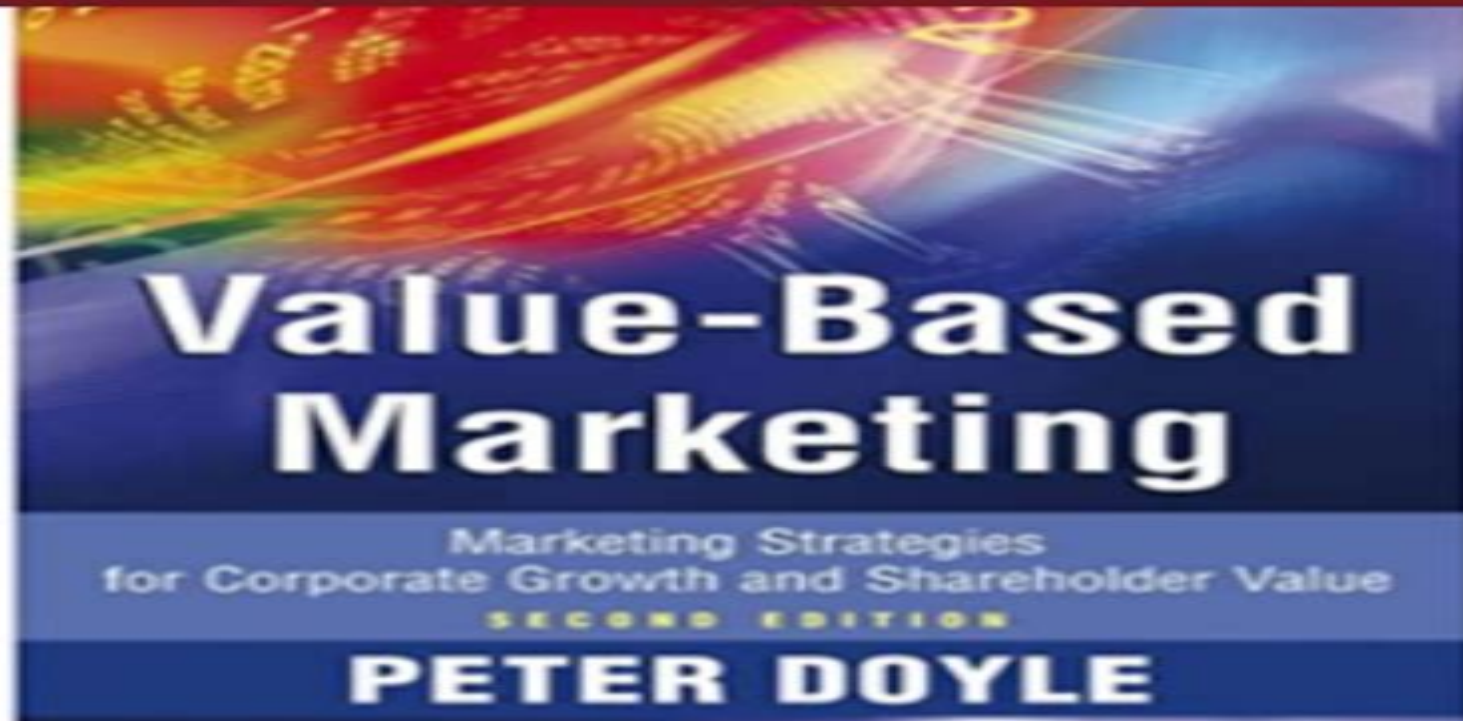


Peter Doyle

Value-based Marketing



Value Based Marketing Peter Doyle

Michael John Baker



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Marketing Management Gregory Whitwell, Bryan A. Lukas, Peter Doyle, 2003-03-07 This text is the Australasian adaptation of Peter Doyle's Value Based Marketing. It reformulates marketing, making it more relevant and establishing it on a sounder intellectual basis. The governing objective of management in most of today's leading companies is to maximize long term returns to shareholders. This book redefines marketing's role as contributing to this task of shareholder value creation. It explores how marketing planning and decisions about brands, pricing, communications, distributions and the Internet drive corporate value. This step by step guide provides practical ways to develop marketing strategies that generate growth and shareholder value.

Managing Marketing Roger Palmer, Juanita Cockton, Graham Cooper, 2012-06-14 The newly qualified manager may well be equipped with the skills of the What of marketing and management but not know the How. The practicing marketer is well served with guides on strategy, mainly of the four minute plan variety, but poorly served in terms of basic advice on implementing the strategy and plans. This book is therefore designed to give clear guidance in managing the marketing function as a practical entity and allowing the new marketer to grasp how the theory can be applied to the job. Written by practitioners who are also active in the marketing education and training sectors, it gives the reader a clear overview of how the key areas of marketing knowledge can be made operationally effective. How to make marketing practical and measurable. A huge range of examples and vignettes illustrating best practice. A truly international perspective. The book will be an invaluable toolkit for the newly qualified and newly appointed marketer trying to apply their knowledge of the

theory Contemporary Strategic Marketing Ross Brennan, Paul Baines, Paul Garneau, 2007-10-12 An extremely fluent and effective text designed to be a complete resource for single semester modules this new edition has a unique combination of text case studies The emphasis is on practicality and the text encourages the student to engage with the debate itself and not just the theory Also available is a companion website with extra features to accompany the text please take a look by clicking below <http://www.palgrave.com/business/brennan>

A Very Short, Fairly Interesting and Reasonably Cheap Book about Studying Marketing Jim Blythe, 2006-10-18 Studying Marketing is packed full of lively debate and funny anecdotes covering topics marketing students are familiar with such as key thinkers and concepts and some they are not It looks at areas most textbooks ignore such as the development of marketing as a discipline and as an academic subject and raises arguments that students haven't heard about in their lectures Conceived by Chris Grey as an antidote to conventional textbooks each book in the Very Short Fairly Interesting and Reasonably Cheap series takes a core area of the curriculum and turns it on its head by providing a critical and sophisticated overview of the key issues and debates in an informal conversational and often humorous way Suitable for Marketing students at Undergraduate and Postgraduate level Along with professionals involved in marketing and anyone interested in how marketing works *Market-Led Strategic Change* Nigel F. Piercy, 2012-05-04 The third edition of Market Led Strategic Change builds on the massive success of the previous two editions popular with lecturers and students alike presenting an innovative approach to solving an old problem making marketing happen In his witty and direct style Nigel Piercy has radically updated this seminal text popular with managers students and lecturers alike to take into account the most recent developments in the field With a central focus on customer value and creative strategic thinking he fully evaluates the impact of electronic business on marketing and sales strategy and stresses the goal of totally integrated marketing to deliver superior customer value Reality Checks throughout the text challenge the reader to be realistic and pragmatic The book confronts the critical issues now faced in strategic marketing escalating customer demands driving the imperative for superior value totally integrated marketing to deliver customer value the profound impact of electronic business on customer relationships managing processes like planning and budgeting to achieve effective implementation At once pragmatic cutting edge and thought provoking Market Led Strategic Change is essential reading for all managers students and lecturers seeking a definitive guide to the demands and challenges of strategic marketing in the 21st century Professional Marketing Reading Sampler Wiley, 2012-07-03 John Wiley Sons Ltd is a leading publisher in books journals and electronic products covering all areas of marketing and sales From social media to market research to branding we cover it all This Professional Marketing Reading Sampler includes book excerpts for a taste of our top marketing titles from the following expert authors Andy Bird Mhairi McEwan Philip Sheldrake Laurie Young The CIM Jeremy Kourdi Christer Holloman Patrick Barwise Sean Meehan Jesko Perrey and Dennis Spillecke Key Concepts in Marketing Jim Blythe, 2009-02-16 If you want a clear well written and authoritative introduction to the ideas and concepts

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Marketing Strategy Masterclass Paul Fifield, 2008 This is a highly structured fully developed practical companion to Fifield's successful Marketing Strategy It can however stand alone for those executives whose needs are for guidance on implementing marketing strategy rather than doing the background thinking and covering the key conceptual issues

Writing Marketing Stephen Brown, 2005-09-15 Marketing is a very diverse discipline dealing with everything from the costs of globalization to the benefits of money back guarantees However there is one thing that all marketing academics share They are writers They publish or perish Their careers are advanced and their reputations are enhanced by the written word Despite its importance writing is rarely discussed much less written about by marketing scholars It is one of the least understood yet most significant academic competencies It is a competency in need of careful study Writing Marketing is the first such study It offers a detailed reading of five renowned marketing writers ranging from Ted Levitt to Morris Holbrook and draws lessons that can be adopted with profit by everyone else Although it is not a how to book there are no lengthy lists of dos and don'ts Writing Marketing reveals that the rules of good writing are good for nothing Written by Stephen Brown whose own writing skills are much commented upon Writing Marketing is insightful illuminating and iconoclastic It is a must read for every marketing academic irrespective of their methodological inclinations or philosophical preferences

Real-Time Marketing for Business Growth Monique Reece, 2010-03-25 In this book one of the world's leading business consultants offers you a complete blueprint for igniting profitable sustainable growth in your company Monique Reece introduces the proven start to finish PRAISE process that builds growth through six interrelated steps Purpose Research Analyze Implement Strategize and Evaluate Execute She demonstrates how to use fast agile real time planning techniques that are tightly integrated with execution as part of day to day operations how to clarify your company's purpose value to customers and most attractive opportunities how to fix problems in sales and marketing that have persisted for

decades and finally measure the real value of marketing how to combine the best traditional marketing techniques with the latest best practices for using social media how to systematically and continually improve customer experience and lifetime value Reece's techniques have been proven with hundreds of companies over the past two decades companies ranging from startups to intrapreneurial divisions of the world's largest Fortune 500 firms They work and with her guidance they will work for you too *EBOOK: Principles and Practice of Marketing* JOBBER, DAVID, 2009-12-16 EBOOK Principles and Practice of Marketing

The Growth Drivers Andy Bird, Mhairi McEwan, 2011-11-09 The Growth Drivers is a practical guide to building marketing capabilities It explains why it is critical that organizations invest in the capabilities needed to excel at customer centric marketing to drive growth The authors explain what world class marketing means in practice and reveal the power of strategic marketing as a dynamic propeller of growth Each chapter includes a summary a separate in depth case study a range of illustrative real life examples and some practical tools based on the work of leading practitioners in this pioneering field as well as relevant diagrams and pictures **The Advanced Dictionary of Marketing** Scott Dacko, 2008

This advanced dictionary of marketing focuses on leading edge terminology for use by people who are serious about the theory and practice of marketing With over 1 000 entries ranging in length and depth it is the ideal reference guide for researchers directors managers and anyone studying marketing for a professional or academic qualification *Asian Brand Strategy (Revised and Updated)* M. Roll, 2016-02-11 This second edition of the bestselling Asian Brand Strategy takes a look at how Asian brands continue to gain share of voice and share of market Featuring a user friendly strategic model new research and case studies this book provides a framework for understanding Asian branding strategies and Asian brands

The Marketing Book Michael J. Baker, Susan Hart, 2016-04-14 The Marketing Book is everything you need to know but were afraid to ask about marketing Divided into 25 chapters each written by an expert in their field it's a crash course in marketing theory and practice From planning strategy and research through to getting the marketing mix right branding promotions and even marketing for small to medium enterprises This classic reference from renowned professors Michael Baker and Susan Hart was designed for student use especially for professionals taking their CIM qualifications Nevertheless it is also invaluable for practitioners due to its modular approach Each chapter is set out in a clean and concise way with plenty of diagrams and examples so that you don't have to dig for the information you need Much of this long awaited seventh edition contains brand new chapters and a new selection of experts to bring you bang up to date with the latest in marketing thought Also included are brand new content in direct data and digital marketing and social marketing If you're a marketing student or practitioner with a question this book should be the first place you look [The Rainmaker's Toolkit](#) Harry Mills, 2004-03-05 Few professional firms are able to consistently grow their fees and profits Based on the concept of relationship marketing The Rainmaker's Toolkit gives readers the tools techniques and strategies to help win and close bigger deals helping them dramatically increase the odds of success and sustain that level of accomplishment from year to

year The Rainmaker's Toolkit helps readers identify and maximize the potential growth opportunities in their companies and gives them a step by step system for building a high profit practice The book shows readers how to Identify high profit customers and build lifelong relationships with them Stand out from competitors by differentiating their firm services and people Build a million dollar referral network Packed with more than 80 reproducible tools and templates The Rainmaker's Toolkit shows how to find the gold hidden within every company The Marketing Book Michael Baker,Susan Hart,2008-09-10 The 6th edition of the best selling Marketing Book has been extensively updated to reflect changes and trends in current marketing thinking and practice Taking into account the emergence of new subjects and new authorities Michael Baker and the new co editor Susan Hart have overhauled the contents and contributor lists of the previous edition to ensure this volume addresses all the necessary themes for the modern marketer In particular the Marketing Book now looks at broader range of international issues with a broader group of international contributors Based as in previous editions on seminal articles from thought leaders in each subject the Marketing Book 6th edition is bursting with salient articles It amounts to an all embracing one volume companion to modern marketing thought ideal for all students of marketing *The Marketing Book* Michael John Baker,2003 Used by students and practitioners this book gathers together the insights of the UK's most important and influential marketing thinkers This fifth edition has been extensively updated to reflect changes and trends in current marketing thinking and practice **Market-led Strategic Change** Nigel Piercy,2009 With the use of case studies this book will help the reader go back to basics by confronting critical questions in the organisation of marketing and how the critical processes of marketing planning and budgeting are managed

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