

MARKETING MANAGEMENT 14E

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Harsh V. Verma



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Marketing Michael John Baker,2001 Essentials of Marketing Management Geoffrey Lancaster,Lester Massingham,2017-08-24 The overall success of an organization is dependent on how marketing is able to inform strategy and maintain an operational focus on market needs With an array of examples and case studies from around the world Lancaster and Massingham s vital study offers an alternative to the traditional American focused teaching materials currently available This second edition has been fully revised and updated including a new chapter on digital marketing written by Dr Wilson Ouzem Topics covered include consumer and organizational buyer behaviour product and innovation strategies direct marketing Social media marketing Designed and written for undergraduate MBA and masters students in marketing management classes Essentials of Marketing Management builds on the successful earlier edition to provide a solid foundation to understanding this core topic

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