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Handbook New Instr Getting Star HAIR, Carl McDaniel, Lamb. 2005

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(Associate professor), H. B. Klopper. 2020 Marketing 6e is a strong foundational text for first-year students studying in departments of Management, Marketing or Business Management at universities towards a BCom and BA qualifications.--

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MKTG3 Charles W. Lamb, Joseph F. Hair, Carl D. McDaniel. 2009 Table of Contents Part One: THE WORLD OF MARKETING 1. Overview of Marketing. 2. Strategic Planning for Competitive Advantage. 3. Social Responsibility, Ethics, and the Marketing Environment. 4. Developing a Global Vision. Part Two: ANALYZING MARKET OPPORTUNITIES 5. Consumer Decision Making. 6. Business Marketing. 7. Segmenting and Targeting Markets. 8. Decision Support Systems and Marketing Research. Part Three: PRODUCT DECISIONS 9. Product Concepts. 10. Developing and Managing Products. 11. Services and Nonprofit Organization Marketing. Part Four: PLACE (DISTRIBUTION) DECISIONS 12. Marketing Channels and Supply Chain Management. 13. Retailing. Part Five: PROMOTION DECISIONS 14. Integrated Marketing Communication. 15. Advertising and Public Relations. 16. Sales Promotion and Personal Selling. Part Six: PRICING DECISIONS 17. Pricing Concepts. 18. Setting the Right Price. Part Seven: TECHNOLOGY-DRIVEN MARKETING 19. Customer Relationship Management.

Principles of Marketing Charles W. Lamb. 1994

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