# ALCOHOLISM TREATMENT MARKETING

Beyond T.V. Ads and speeches

Donald R. Self

# <u>Alcoholism Treatment Marketing Beyond Tv Ads And</u> <u>Speeches</u>

James C. Impara

#### **Alcoholism Treatment Marketing Beyond Tv Ads And Speeches:**

Alcoholism Treatment Marketing Donald Self, 2014-04-04 The annual economic burden of alcohol abuse in the United States is staggering yet the alcoholism treatment industry has been historically plagued by governmental regulations moral crusades advocacy of specific treatment approaches and a lack of marketing knowledge Here is the first focused set of research on the marketing of alcoholism treatment services. The authors of this much needed volume reputable marketing and research scholars greatly expand the current base of knowledge concerning the alcohol treatment marketing subdiscipline including the referral system analyses of market potentials for providers promotional effort consultation for new providers and the evolving nature of medical services distribution systems Through in depth interviews with treatment providers referral sources and former clients of treatment facilities and in major reviews of literature on the subject Alcoholism Treatment Marketing presents primary research and general research findings to provide practical marketing implications Alcoholism Treatment Marketing, Beyond T.V. Ads and Speeches Donald R. Self, 1989 Here is the first focused set of research on the marketing of alcoholism treatment services The authors of this much needed volumereputable marketing and research scholarsgreatly expand the current base of knowledge concerning the alcohol treatment marketing subdiscipline including the referral system analyses of market potentials for providers promotional effort consultation for new providers and the evolving nature of medical services distribution systems **National Library of Medicine Current** Catalog National Library of Medicine (U.S.),1989 Marketing University Outreach Programs Ralph S Foster, William I Sauser, Donald Self, 2014-01-14 Discover the successful marketing strategies of programs which have extended the resources of a university to its community Marketing University Outreach Programs covers all aspects of continuing education program construction and the marketing process for positioning the university into the public This book begins to eradicate academicians fears of marketing by showing them a contemporary marketing plan using terminology and examples familiar to them Seventeen contributors professors administrators and outreach professionals comprehensively describe the strategies being successfully used to extend the resources of a university to its community through programs of extension public service and continuing education Although many existing models of the education process contain parallels to elements in a generic marketing process education is not viewed as a consumer product Even educators may not view themselves as marketers involved in a marketing process This attitude can place barriers between understanding the marketing process and how it relates to education Marketing University Outreach Programs helps educators overcome these potential barriers it explains marketing as a comprehensive process using terminology and examples which university extension and education professionals will find familiar and understandable Application oriented it cites numerous examples of how the marketing process can be put to use immediately Each chapter explores in depth a separate segment of the marketing process involved in public university outreach programs issue based versus discipline based programs program

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