Essentials Marketine A GLOBAL-MANAGERIAL APPROACHE

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focus have proved to be foundation pillars that are remarkably robust for supporting new developments in the field and innovations in the text and package 1 Essentials of Marketing teaches students analytical abilities and how to do it skills that prepare them for success The author team has deliberately included a variety of examples explanations frameworks models classification systems cases and how to do it techniques that relate to our overall framework for marketing strategy planning Similarly the Marketing Plan Coach on the Student CD and the text website helps students see how to create marketing plans Taken together these items speed the development of marketing sense and enable the student to analyze marketing situations and develop marketing plans in a confident and meaningful way They are practical and they work 2 As opposed to many other marketing text books the authors emphasize careful integration of special topics Some textbooks treat special topics like relationship marketing international marketing services marketing marketing and the Internet marketing for nonprofit organizations marketing ethics social issues and business to business marketing in separate chapters The authors deliberatively avoid doing that because they are convinced that treating such topics separately leads to an unfortunate compartmentalization of ideas 3 The comprehensive package of materials gives your customer the flexibility to teach marketing their way or for the student the ability to earn marketing their way **Marketing** Gary Armstrong, Philip Kotler, 2014-04-08 This is the eBook of the printed book and may not include any media website access codes or print supplements that may come packaged with the bound book Marketing An Introduction is intended for use in undergraduate Principles of Marketing courses It is also suitable for those interested in learning more about the fundamentals of marketing This best selling brief text introduces marketing through the lens of creating value for customers With engaging real world examples and information Marketing An Introduction shows students how customer value creating it and capturing it drives every effective marketing strategy The Twelfth Edition reflects the latest trends in marketing including new coverage on online social media mobile and other digital technologies MyMarketingLab for Marketing An Introduction is a total learning package MyMarketingLab is an online homework tutorial and assessment program that truly engages students in learning It helps students better prepare for class guizzes and exams resulting in better performance in the course and provides educators a dynamic set of tools for gauging individual and class progress This program will provide a better teaching and learning experience for you and your students Improve Results with MyMarketingLab MyMarketingLab delivers proven results in helping students succeed and provides engaging experiences that personalize learning Guide Student's Learning The text's active and integrative Road to Learning Marketing presentation helps students learn link and apply major concepts Encourage Students to Apply Concepts A practical marketing management approach provides in depth real life examples and stories that engage students with basic marketing concepts and bring the marketing journey to life Cover New Marketing Trends and Technology Every chapter of this edition features revised and expanded discussions on the explosive impact of exciting new marketing technologies Note You are purchasing a standalone product MyMarketingLab does not come

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