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Russell S. Winer, Ravi Dhar



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innovation branding pricing segmentation targeting positioning CRM modern product management tools and various other issues Key Features Provides a clear understanding of managing the product category and product life cycle Focuses on the present Indian marketing scenario Illustrations and websites are provided to acquaint the readers with the latest product information Gives 20 Case Studies that cover all the critical aspects of product management Provides Assignments at the end of each chapter to lend a practical touch to the subject Intended primarily as a text for the postgraduate students of Management the book will also prove to be a useful learning tool for the students of Marketing and Commerce Besides the strategies discussed in the book can be good takeaways for practising managers and for those interested in learning about Product Management

Marketing Management John A. Quelch, Robert J. Dolan, Thomas J. Kosnik, 1993 *Strategic Marketing Management Cases* David W. Cravens, Charles W. Lamb, 1993 *PRODUCT POLICY AND BRAND MANAGEMENT, Fourth Edition* CHITALE, AVINASH K., GUPTA, RAVI, 2020-06-01 The book now in its fourth edition continues to elucidate the concepts and topics of Product Policy and Brand Management in a concise and clear manner The text has been further enriched by introducing more case studies based on various mobile phones and smartphones as well as on generic drugs and pharmaceuticals to explain and highlight the concept of branding process In addition there are case studies on new product development branding of foods their positioning and pricing strategy The book has been systematically divided into four parts Part I on Fundamentals of Product Management throws light on the concepts of product and its management role of product managers product life cycle diffusion models developing a product manager and the product planning system and strategies Part II on New Product Development and Its Barriers explains the challenges that are faced by a new product during its development the test marketing stages and its alternatives launching a product future trends of product management and success stories Part III on Brand Management defines branding branding decisions brand equity brand identity and brand positioning Whereas Part IV Live Case Studies exclusively includes 40 live cases that provide analytical and practical insights to the readers on the discussed concepts The text is primarily intended for the students of MBA MMS and ME MTech Industrial Management Besides the book is also a valuable source for practicing managers

TARGET AUDIENCE MBA MMS ME MTech Industrial Management **Marketing Management** J. Paul Peter, 1995

Handbook on Customer Centricity Robert W. Palmatier, Christine Moorman, Ju-Yeon Lee, 2019 Drawing on the expertise of leading marketing scholars this book provides managers and researchers with insights into the fundamentals of customer centricity and how firms can develop it Customer centricity is not just about segmentation or short term marketing tactics Rather it represents an organization wide philosophy that focuses on the systematic and continuous alignment of the firm's internal architecture strategy capabilities and offerings with external customers **Strategic Marketing** David W. Cravens, Nigel Piercy, 2006 Strategic Marketing 8 e by Cravens and Piercy is a text and casebook that discusses the concepts and processes for gaining the competitive advantage in the marketplace The authors examine many components of a market

driven strategy including technology customer service customer relationships pricing and the global economy The text provides a strategic perspective and extends beyond the traditional focus on managing the marketing mix The cases demonstrate how real companies build and implement effective strategies Author David Cravens is well known in the marketing discipline and was the recipient of the Academy of Marketing Science's Outstanding Marketing Educator Award Co author Nigel Piercy has a particular research interest in market led strategic change and sales management for which he has attracted academic and practitioner acclaim in the UK and USA

Marketing Michael J. Etzel, Bruce J. Walker, William J. Stanton, 2001 Etzel Walker Stanton's Marketing 12th Edition will continue to be a low cost alternative in a paperback format now including free access to PowerWeb It incorporates technology throughout in text and boxed examples chapter opening cases and part ending cases This book was the first to incorporate WWW addresses and in this edition the authors go well beyond that with an in depth look at how companies are making technology an important part of their successful marketing strategies The authors have also made it a priority to integrate other important and current themes such as global marketing customer relationships small business and entrepreneurship In this edition the global marketing chapter was moved to the first part of the book chapter 3 to introduce its importance early Global examples and coverage are then integrated throughout This edition offers a completely new design a revised supplements package a new interactive web page and a special package with Annual Edition online

Marketing Management John Walker Mullins, 2005 This text has been developed in response to changing customer curriculum needs Many instructors are looking for a concise text for this course one that offers a solid core for the course but allows time to add other topics materials etc

A Preface to Marketing Management J. Paul Peter, James H. Donnelly, 2003 Preface to Marketing Management can be used in a wide variety of settings Integrating E commerce topics throughout as well as analyses of proven teamwork techniques and strategies this flexible and concise book provides the reader with the foundations of marketing management while allowing room for the instructor to use outside readings Web research and other resources to build knowledge

Analysis for Marketing Planning Donald R. Lehmann, Russell S. Winer, 1994 Analysis for Marketing Planning 6e by Lehmann and Winer focuses on the analysis needed for sound Marketing decisions and is structured around the core marketing document the Marketing Plan Whether studying Marketing strategy or Product Brand Management decisions students need to be able to make decisions based from sound analysis This book does not attempt to cover all aspects of the marketing plan rather it focuses on the analysis pertaining to a product's environment customers and competitors

Essentials of Marketing Edmund Jerome McCarthy, William D. Perreault, 1994

Consumer Behavior and Marketing Strategy J. Paul Peter, Jerry Corrie Olson, 1996 This work shows how the various elements of consumer analysis fit together in an integrated framework called the Wheel of Consumer Analysis Psychological social and behavioural theories are shown as useful for understanding consumers and developing more effective marketing strategies The aim is to enable students to develop skills in analyzing

consumers from a marketing management perspective and in using this knowledge to develop and evaluate marketing strategies The text identifies three groups of concepts affect and cognition behaviour and the environment and shows how these they influence each other as well as marketing strategy The focus of the text is managerial with a distinctive emphasis on strategic issues and problems Cases and questions are included in each chapter Marketing Management Russell S. Winer,2004 When making lifetime gifts or passing on wealth to your heirs it s easy to overlook the tax consequences As a result gifts are too often wrapped in an unnecessary tax bill Also following several years of rising house prices inheritance tax can bite deeply into even modest estates Yet with forward planning in many cases a tax bill can be reduced or avoided altogether This guide explains how to plan your giving and shows you how to use tax rules efficiently to ensure that your gift reaches the right person and is not unnecessarily taxed It includes handy calculators numerous examples and sections on popular themes such as giving away your home making gifts to children and grandchildren and using trusts

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