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Basic Marketing PowerWeb, and Apps Manual [2004-05] Perreault,Edmund Jerome McCarthy,2004-06 The 15th Edition of Basic Marketing by Perreault and McCarthy builds upon its pioneering beginnings that introduced the four Ps to the introductory marketing course The unifying focus of Basic Marketing has always been on how to make the marketing decisions that a manager must make in deciding what customers focus on and how best to meet their needs Over many editions there has been constant changes in marketing management and the marketing environment Some of the changes have been dramatic and others have been subtle As a result the authors have made ongoing changes to the text to reflect marketing s best practices and ideas Throughout all of these changes Basic Marketing and the supporting materials that accompany it have been more widely used than any other teaching materials for introductory marketing At the crux of Basic Marketing by Perreault and McCarthy is the thorough integration of the latest marketing themes topics and examples all of which have been carefully blended with the text s traditional strengths of clear accessible communication a focus on management decision making in marketing and the complete coverage of special topics like technology ethics global relationship marketing and services Another key advantage of Basic Marketing is author Bill Perreault himself Where most principles of marketing texts rely on a host of separate supplement authors Perreault is the highly involved with or creator of every item in the carefully integrated robust package This unique involvement ensures quality accuracy and reliability

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Marketing, Principles & Perspectives William O. Bearden, Thomas N. Ingram, Raymond W. LaForge, 2001

Using Advertising and Promotion to Build Brands with Powerweb Tom Duncan, 2001-09 This is an applied text with a strong brand message Most texts on the market teach functions but neglect integration and organization which should be the very foundation of Marketing This text answers the questions of when to use how to use and who should be involved in the interrelated functions of Marketing today This text also teaches the cost effectiveness of developing brand relationship managing the ongoing dialogue between buyer and seller and how to truly integrate the consumer into Business to business marketing vs Business to consumer marketing B2B and B2C

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Advertising and Promotion with Powerweb George E. Belch, George E. Belch, Michael A. Belch, Belch Michael, 2001-05 The field of advertising and promotion continues to dramatically change since the dominant days of high powered Madison Avenue agencies Marketers must look beyond traditional media in order to achieve success In order to best communicate with consumers advertisers must utilize the myriad of media outlets print radio cable satellite TV and now the Internet Belch Belch is the first book to reflect the shift from the conventional methods of advertising to the more widely recognized approach of implementing an integrated

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