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This book focuses on the emergence of new frames of political engagement underpinned by concepts in marketing, management, and organisation. It goes beyond political electioneering and campaigning and considers business theories such as market research, segmentation, social media, brand

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architecture, and human resources. With contributions from a range of skilled experts, Political Marketing and Management in Ghana emphasises and provides insights on the symbols-oriented approach of political campaigning in Africa, and distinguishes this from the technology-driven process of the west. Offering a total understanding of African politics and its supply and demand interactivity between key actors, this book is of great use to academics interested in political science, communications, marketing, and business and management. With the proliferation of digital and social

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media, there has never been a more dynamic time to engage with marketing communications - and never has the integration of marketing communications (marcoms) principles into a strategic marketing plan been more challenging. Even the best product in the world won't sell without the right reach to your potential customers and the right message to engage them. This textbook applies a uniquely practical approach to the topic so that, whilst a structured overview of planning, development, implementation and evaluation of marketing communications is in place, the detailed cases made available by

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the Institute for Practitioners in Advertising (IPA) show how actual challenges faced by professionals in the field were addressed. This book will help you to develop the skills you need to turn theory into the right integrated communication plan, in order to succeed in an increasingly competitive environment. Aided by a veritable wealth of pedagogical features, Marketing Communications will be essential reading for both students and professionals in marketing, communications and public relations. This textbook also benefits from a companion website which includes a comprehensive

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*instructor's guide with PowerPoint slides,
testbank questions and answer checklists.
Health Service Marketing Management in Africa
(978-0-429-40085-8, K402492) Shelving Guide:
Business & Management / Marketing Management
The application of marketing to healthcare is
a fascinating field that will likely have
more impact on society than any other field
of marketing. It's been theorized that an
intrinsically unstable environment
characterizes this very relevant emerging
field, hence raising new questions. Changing
regulations, discoveries, and new health
treatments continuously appear and give rise*

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to such questions. Advancements in technology not only improve healthcare delivery systems but also provide avenues for customers to seek information regarding their health conditions and influence their participatory behaviors or changing roles in the service delivery. Increasingly, there is a shift from a doctor-led approach to a more patient-centered approach. In Africa, the importance of marketing-driven practices in improving the delivery of healthcare services cannot be overemphasized. The issue of healthcare delivery and management is significant for policymakers, private sector players, and

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consumers of health-related services in developing economy contexts. Scholars have strongly argued in favor of marketing and value creation in healthcare service delivery in Africa. Each country in Africa has its own issues. For example, long waiting times, unavailable medications, and unfriendly staff are just a sampling of issues affecting the acceptability of healthcare services. These examples highlight the need to utilize marketing and value creation tools in the delivery of healthcare services. Furthermore, there is a need for the integration of service marketing and management principles

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to enhance the delivery of quality healthcare across Africa and other developing economies which is the critical focus of this book. This book responds to calls for quality healthcare service management practices or processes from developing economy perspectives. Focusing primarily on African and other developing economy contexts, this book covers seven thematic areas: strategy in healthcare; marketing imperatives in healthcare management; product and pricing management in healthcare; distribution and marketing communications in healthcare; managing people in healthcare; physical

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evidence and service quality management in healthcare; and process management in healthcare.

Under the contemporary business conditions of hyper-competition, incessant change and pressure for growth and profitability, better management of marketing budgets has become an imperative for companies. In addition, properly monitoring and measuring marketing and brand communication strategies and tactics has become a critical factor for success across the geographic and typological organisational spectrum. This book explores how appropriately applied management

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initiatives on marketing and brand communications, through defined and measured consumer-centred processes, can be more successful and provide significant marketing return on investment (ROI). Moreover, the notions, methods and approaches described here ultimately constitute the tools of developing, measuring and improving strategy design and implementation. In addition, they are linked to a number of wider business goals, such as increased customer basis, stronger customer relationships, cost control, increased consumer loyalty, and brand building. In this vein, the book

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proposes various means of generating greater returns from marketing and brand investments, maximising both their efficiency and effectiveness. This, in turn, allows for greater financial resources to be reinvested towards consumer and employee satisfaction, strengthening the stability and viability of the company.

Praise for the first edition: 'An excellent text for exploring marketing communications in the 21st century.' - Ann Torres, Lecturer in Marketing, National University of Ireland, Galway 'First rate and comprehensive. This book has got it just right: a rich blend of

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academic underpinning and practical examples in a very readable style.’ - Martin Evans, Senior Teaching in Marketing, Cardiff Business School, University of Cardiff This book introduces the core components and concepts of marketing communications for those studying at both undergraduate and postgraduate levels. It covers essential topics such as advertising, direct marketing, corporate communications, public relations, product placement, sales promotion, social media, sponsorship and many more. The author provides a set of managerial frameworks that include analysis, planning and implementation

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to help prepare those who go on to strategically create and effectively manage marketing communications campaigns. Every chapter includes Snapshots that help you to apply theory to engaging real-world examples. These include: BMW, Harrods, Levi's, Lynx, Tesco, Tencent, United Colors of Benetton and Wonga. Additionally, Stop Points encourage you to pause and critically reflect upon the topic for deeper learning and higher grades. The Assignment boxes invite you to test your knowledge in the form of a task based on what you have just read to also help push yourself further. The Companion Website includes

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longer case studies, video feeds and other useful web links, a larger glossary of key terms, and links to SAGE journal articles. Password-protected resources are also available to lecturers, including: PowerPoint slides, a tutor manual, activities for the classroom and indicative responses to the assignments and discussion questions provided in each chapter.

Building on its established structure and reputation, the fifth edition of "Marketing Communications "is geared toward students studying marketing or business studies at undergraduate level and postgraduate students

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on marketing related programmes. The book is also an invaluable resource for students studying for professional marketing qualifications, most notably those studying courses offered by the Chartered Institute of Marketing. "Marketing Communications "adopts a critical perspective of the subject and unlike other texts in the field, which adopt a 'how-to' approach, this text provides readers with an insight into the 'why' about marketing communications. Comprehensive web site Enhance your teaching/learning with materials available on the companion web site. Visit www.pearsoned.co.uk/fill to

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access outline answers to the MiniCase questions, an Instructor's Manual, PowerPoint slides and, NEW TO THIS EDITION, podcasts, video and direction to key academic papers on marketing communications. There are opportunities for students and tutors to share their marketing communications essays, thoughts, ideas, and favourite campaigns and papers. About the author Chris Fill is Principal Lecturer in Marketing and Strategic Management at the University of Portsmouth. He is the Senior Examiner for the "Marketing Communications" module offered by the Chartered Institute of Marketing on the

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Professional Diploma programme and he is also responsible for the module "Managing Corporate Reputation" on the newly revised Postgraduate Diploma programme. 'This new edition is a superb text that covers the core areas of the subject area as well as the latest and contemporary developments that have impacted companies and consumers. Students will find this book interesting to read, with many relevant case studies, vignettes with questions, figures and diagrams that provide clear connections between theory and practice.' Professor T. C. Melewar PhD, Professor of Marketing and

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Strategy, Brunel University "'Marketing Communications" engages and stimulates the reader with interesting, contemporary and beautifully presented imagery and examples. This is an invaluable resource and should be on the bookshelf of every serious student of advertising and marketing.' Marian Norwood, Course Director BSc Hons Advertising, University of Ulster All Island Marketing Award Winner 'This book has always been THE definitive marketing communications 'authority' - but this new edition has superseded all my expectations in terms of delivering an exciting and authoritative text

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which stimulates the reader and explores the most apt and crucial contemporary key issues for tomorrow's recession-proof marketing communicators.' Dr Ruth Ashford, PhD, Chartered Marketer, MCIM, MAM, AIPM Head of Marketing and Retail Division, MMU Business School

The rapidly changing context of the modern tourism and hospitality industry, responding to the needs of increasingly demanding consumers, coupled with the fragmenting nature of the marketing and media environment has led to an increased emphasis on communications strategies. How can marketing

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communication strategies meet the changing and challenging demands of modern consumers, and maintain a company's competitive edge? Marketing Communications in Tourism and Hospitality: concepts, strategies and cases discusses this vital discipline specifically for the tourism and hospitality industry. Using contemporary case studies such as South African Tourism, Travelocity and Virgin Trains, it explains and critiques the practice and theory in relation to this industry. Combining a critical theoretical overview with a practical guide to techniques and skills, it illustrates the role that

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communications play in the delivery and representation of hospitality and tourism services, whilst developing practical skills needed to understand, interpret and implement communications strategies within a management context. This systematic and cohesive text is essential reading for hospitality management students, and an invaluable resource for marketing practitioners in this growing area. This updated edition of Marketing Management and Communications in the Public Sector provides a thorough overview of the major concepts in public sector marketing and communications, two fields that have

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continued to grow in importance for modern public administrations. With extended coverage of topics such as social marketing and institutional communication, the authors skilfully build on the solid foundations laid down in the previous edition. Replete with real-world case studies and examples, including new material from the USA, Australia, and Asia, this book gives students a truly international outlook. Additional features include exercises and discussion questions in each chapter and an illustrative extended case study. This refreshed text is essential reading for postgraduate students

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on public management degrees, and aspiring or current public managers. The Open Access version of this book, available at <http://www.taylorfrancis.com/books/e/9781315622309>, has been made available under a Creative Commons Attribution-Non Commercial-No Derivatives 4.0 license.

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The Customer-driven Marketplace
Relationships, Systems and Communications

Marketing Communications Management
The Executor of Integrated Marketing
Communications Strategy: Marcom Manager's
Working Model

Marketing Management and Communications in
the Public Sector Routledge
Offers forty cases focusing on contemporary
problems and realistic situations to help students
apply what they have learned in previous

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Uniting industry experience with academic expertise, the authors combine marketing communications and advertising with the branding perspective, providing students with a practical planning system and a seven-step approach to creating a comprehensive marketing plan. The new SAGE Marketing Communications textbook is a contemporary evolution of the well-known Rossiter and Percy Advertising and Promotion Management textbook, which at its peak was adopted by six of the top 10 U.S. business schools – Stanford, Wharton, Columbia,

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Berkeley, UCLA, and Northwestern – as well as by the London Business School, Oxford's Saïd Business School, and by most of the top business schools in Europe such as Erasmus University Rotterdam, INSEAD, and the Stockholm School of Economics. Key features include: An author analytical approach with checklist frameworks in chapters, providing students with a systematic guide to doing marketing communications. A managerial perspective, helping students to become a marketing manager and study as though they are in the role. Coverage of key new marketing communications topics such as

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branding and social media. In each of the end-of-chapter questions there are mini-cases that involve real brands, and the numerous examples throughout the text refer to globally known brands such as Gillette, Mercedes, Revlon, and Toyota. The book is supported by online instructor resources, including PowerPoint slides and teaching outlines for each chapter, multiple choice exam questions and answers, team project templates, true and false quizzes and answers, and an instructor manual. Suitable for Marketing Communications and Advertising & Promotion modules at UG and PG levels.

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Marketing Communications is a must have text that acknowledges the most important task faced by any marketing communications practitioner is to identify and select an optimum promotions mix to help achieve an organisation's business objectives.

"The authors have the uncommon knack of taking the complex and explaining it in a clear, compelling way. I recommend it if you want to learn the principles of strategic communications and get structured suggestions to create better campaigns." Dave Chaffey, Co-founder and Content Director, Smart Insights This book has

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the strongest focus of online and offline integration of any marketing communications textbook. A blended approach to marketing is in its DNA. Compared to the competition that too often uses a bolts-on approach to integration, this book is essential for giving students the precise skills employers will look for - to be able to implement genuinely integrated marketing campaigns. This new, seventh edition combines professional and academic expertise to ground big picture theory into real-world case studies, drawing from cutting-edge global companies like Snapchat and Spotify, that will teach students the

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why behind the how. With increased focus on social media and the latest digital technologies, this new edition will teach students: - How AI, the Internet of Things, Big Data, AR/VR and marketing automation can be used successfully in campaigns - The opportunity and risks of social media - How to navigate ethical and data management challenges - How to use the current preferred digital marketing tools and technology

Covering the key themes of customer engagement, experience and journey, this book will allow students to become truly confident working in an environment of ongoing

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technological transformation.

Following the CIM Advanced level syllabus in Marketing Communications, this text covers key areas of the process and includes pro-forma documents for topics such as SWOT analysis, creative briefs and media briefs.

Marketing in the digital age poses major challenges for traditional and established practices of communication. To help readers meet these challenges Principles of Integrated Marketing Communications: An Evidence-based Approach provides a comprehensive foundation to the principles and practices of integrated

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marketing communications (IMC). It examines a variety of traditional and digital channels used by professionals to create wide-reaching and effective campaigns that are adapted for the aims of their organisations. This edition has been thoroughly revised and each chapter includes: case studies of significant and award-winning campaigns from both Australian and international brands that illustrate the application of explored concepts; discussion and case study questions that enable readers to critically evaluate concepts and campaigns; a managerial application section that illustrates how concepts can be applied

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effectively in a real situation; a 'further thinking' section that expands knowledge of advanced concepts and challenges readers to think more broadly about IMC.

Marketing Communications Management: concepts and theories, cases and practice makes critical reflections on the prime issues in integrated marketing communications and is designed to encourage the reader to stop and think about key issues. The author takes a managerial approach to the subject and provides a set of frameworks that facilitate both learning and teaching. A wide range of pedagogical

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features is included such as sample exam questions, 'stop points', vignettes, and case studies, and a summary of key points concludes each chapter. Most organizations need some form of marketing or corporate communications and this text is designed to service both practitioners and students undertaking formal study. The author addresses strategic and critical issues that dovetail with the current interest in marketing communications as reflected in the media, with particular emphasis given to advertising and sponsorship.

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throughout to ensure the key points are displayed as clearly and concisely as possible. Each section begins with a list of learning outcomes and ends with hints and tips, thereby ensuring the content is broken down into manageable concepts and can be easily addressed and memorised. BH CIM Coursebooks are crammed with a range of learning objective questions, activities, definitions and summaries to support and test your understanding of the theory. The 07/08 editions contains new case studies which help keep the student

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up to date with changes in Marketing strategies. Carefully structured to link directly to the CIM syllabus, this Coursebook is user-friendly, interactive and relevant. Each Coursebook is accompanied by access to **MARKETINGONLINE** (www.marketingonline.co.uk), a unique online learning resource designed specifically for CIM students which can be accessed at any time. *Written specially for the Marketing Management in Practice module by the Senior Examiner * The only coursebook fully endorsed by CIM *

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Contains past examination papers and examiners' reports to enable you to practise what has been learned and help prepare for the exam

An essential book for today's marketer now that integrated marketing communications form a critical success factor in building strong brands and strong companies This new edition is still the only textbook on the market to deal with all aspects of IMC from a strategic perspective Corporate image, identity and reputation have never been more important and this book unlocks

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the key factors in achieving and enhancing this Integrated Marketing Communications is not just about utilizing different communication options in your marketing campaign; it is about planning in a systematic way to determine the most effective and consistent message for your target audience. As such, it depends upon identifying the best positioning, generating positive brand attitude, a consistent reinforcement of the brand's message through IMC channels, and ensuring that all marketing communication supports

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the company's overall identity, image, and reputation. This textbook is a roadmap to achieving this, thoroughly updated to reflect the dynamic changes in the area since the first edition was published. New to this edition: New sections on social media and how to integrate them into your marketing function New chapter on message development and an enhanced chapter on the IMC plan Robust pedagogy to help reinforce learning and memory Enhanced teaching materials online to help lecturers prepare their courses Brand new real-life case

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Designed specifically with revision in mind, the CIM Revision Cards provide concise, yet fundamental information to assist students in passing the CIM exams as easily as possible. A clear, carefully structured layout aids the learning process and ensures the key points are covered in a succinct and accessible manner. The compact, spiral bound format enables the cards to be carried around easily, the content therefore always being on hand, making them invaluable resources

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no matter where you are. Features such as diagrams and bulleted lists are used throughout to ensure the key points are displayed as clearly and concisely as possible. Each section begins with a list of learning outcomes and ends with hints and tips, thereby ensuring the content is broken down into manageable concepts and can be easily addressed and memorised *

Updated to reflect changes in the coursebook * Written specifically for revision purposes therefore only featuring the key concepts that need to be learned *

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Carefully designed to enable points to be easily extracted and memorised without clouding them in additional information *

Accompanies the CIM Coursebook and MarketingOnline website to provide a complete suite of products to support the CIM qualification

Bringing together contributions from leading writers in the field of service marketing and management, this book represents a much-needed source of current research and conceptual development in internal marketing. Key themes and issues

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explored include:*

- * the social model of marketing
- * the human resource management perspective
- * marketing and service

Sports Sponsorship and Marketing Communications concentrates primarily on the objectives of marketing communication of brands that invest in sport sponsoring and how sponsors can utilise sport sponsoring to achieve brand and sales-related objectives. This book provides a truly European approach to this emerging field and provides the reader with a very clear link between marketing

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communications theory and the practicalities of sports sponsorship. This book is written for any students studying sports marketing, sports management, physical education or broader marketing courses. The book also aims to reach professionals in this field.

Fashion is all about image. Consequently, fashion marketing communications - encompassing image management and public relations, branding, visual merchandising, publicity campaigns, handling the media, celebrity endorsement and sponsorship,

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crisis management etc. – have become increasingly important in the fashion business. This textbook for students of fashion design, fashion marketing, communications and the media sets out all that they need for the increasing number of courses in which the subject is a part. As with any business, economic, financial, and marketing management for sports organizations is critical for attracting, retaining, and engaging fans. Unlike typical businesses, the sports industry is inconsistent, highly emotional with a

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strong personal nature, and operates in various markets where organizations compete and cooperate at the same time. Thus, traditional management techniques are not always appropriate for these organizations. Integrated Marketing Communications, Strategies, and Tactical Operations in Sports Organizations provides expert insight into the latest trends, strategies, and tactics that can be used in the sports industry to build foundations for successful commercialization. The content within this

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publication covers city marketing, social media interactions, and atmospheric influence and is designed for managers, marketers, business and industry professionals, stakeholders, academicians, researchers, and students.

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Multi-Channel-Communications- und
Marketing-Management

Measuring Marketing and Brand
Communications Performance

Principles of Integrated Marketing
Communications

Analysis, Planning, Implementation
Marketing Management in Turkey

Elif Yolbulan Okan and Selcen Ozturkcan
examine marketing opportunities, market
potential, and standardization and

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customization opportunities available within one of the fastest growing of the world's emerging economies—namely, the Turkish economy, which according to a recent PWC report could outstrip the Italian economy by 2030 in many areas. This book reviews, updates and enhances the basic concepts surrounding the academic theory and practice of Integrated Marketing Communication (IMC). Since the introduction of IMC in the late 1980s, the concept has spread

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around the world. In that expansion, many authors have written about IMC; practitioners have adopted and adapted the concept to fit their own market situations. Further, dramatic changes have occurred in the technologies used in marketing communications which consumers have accepted and employed in their consumption of marketers' messages and incentives. Thus, there have been dramatic changes in how IMC was initially envisioned and how it has

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developed over time. This book identifies and discusses these changes, how they have occurred and what they mean going forward for all types of marketers around the world. Thus, IMC, and indeed integration of communications at all organisational levels is an essential in the 21st century organisations. This book was published as a special issue of the Journal of Marketing Communications. This textbook provides students with an

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essential introduction to the theoretical underpinnings and practicalities of managing the marketing of events. In order to market events effectively, it is vital to consider marketing of events from the organiser's perspective and to link it to that of the consumers attending events. As such, this is the first book on the topic which reflects the unique characteristics of marketing in the Events industry by exploring both sides

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of the marketing coin – the supply and the demand – in the specific context of events. The book takes the reader from core marketing mix principles to exploring the event marketing landscape to consumer experience and involvement with event marketing and finally strategies and tactics employed to manage the marketing activities related to events. The use of technology, importance of sponsorship and PR are also considered. International case

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studies are integrated throughout to show practical realities of marketing and managing events and a range of useful learning aids are incorporated to aid navigation throughout the book, spur critical thinking and further students' knowledge. This accessible and comprehensive account of Events Marketing and Management is essential reading for all students and future managers.

Christin Emrich zeigt, dass die

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Ganzheitlichkeit des Multi-Channel-Konzepts ein interdisziplinäres Communications-Management aus klassischen und neuen Medien (Web 1.0- und Web 2.0-Welt, M-Commerce) sowie Instrumentarien aus verschiedenen Bereichen wie Strategic Planning, Online-Marktforschung und E-Branding erfordert.

Integrated Marketing Communications is a new text which will answer the key questions of what marketing

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communications is, how it works and why it is such a vital contemporary marketing function. It is a comprehensive and authoritative overview of this complex and rapidly evolving area. The author's long experience in the industry, and as a senior academic, ensures that the book is able to show how the communications process really works and how it can best be managed in a strategically and tactically cost effective manner.

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Throughout the book the framework of analysis, planning, implementation and control is used to help the student organize their approach to the complex decision making in the present communications environment. This is both an essential text and an indispensable reference resource and has been rigorously developed for undergraduates and postgraduates in Marketing and Business, and for the new CIM Certificate and Diploma exams in

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Business Communication, Promotional Practice and Marketing Communications. A leading Professor of Retail Marketing presents 5 new frames through which students and practitioners can understand and approach the evolving environment of retailing today: Entrepreneurial mindset, Excitement, Education, Experience, and Engagement. This book considers marketing management within the overall corporate system of business policy-making,

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strategic planning and the implementation and control of effective plans. The information requirements of marketing management are highlighted and the marketing information system concept is developed within the framework of managerial information systems. In the chapters which deal with the elements of the marketing 'mix', the interrelated nature of these variables is emphasized. The book illustrates how the successful

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marketing manager can master each 'weapon' in the marketing 'armoury' and how (s)he can integrate those weapons to achieve the right mix for each product. The accent on integrated marketing continues in the final section where differentiated marketing is presented as an integrative framework and where the systematic control of marketing operations is described. This book is for students who will one day be managers: its

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emphasis is therefore on what is possible in marketing management and the most effective means by which marketing objectives can be attained. Geared toward both postgraduate and final-year undergraduate students, this book is ideal for those studying Marketing, Marketing with eCommerce, Media and Multimedia Marketing, Business Studies, eBusiness and Business Information Systems, and for MBAs. It can also be used for related

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units in Engineering- and Social Studies-based programmes. Students following the CIM's Professional Diploma Module, Marketing Communications, will also benefit from this book, as well as those taking stand-alone professional B2B Marketing seminars.

[Integrated Marketing Communications](#)

[Internal Marketing: Directions for](#)

[Management](#)

[The 5 Es of Retailing](#)

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[A consumer perspective](#)

[Marketing Communications in Tourism and](#)

[Hospitality](#)

[A European Perspective](#)

[Integrating Online and Offline,](#)

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This text challenges the orthodox view of marketing

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communication. Using references to communication studies, cultural studies, and critical management studies, the focus of managing marketing communication is shifted from message-making to relationship-building. This textbook provides a contemporary examination of marketing as a social process. The scope of communication theory is broadened and a two-way conception of communication is introduced. The existing model of marketing communication is replaced with a new and exciting concept, that integrates the relational and social emphases of the twenty-first century.

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"Marketing Communication" investigates the problems of organizing and locating marketing in a business corporation, management responsibility for planning and decision making, and the role of the marketing communication manager in contemporary society.

"This book provides a compelling collection of innovative mobile marketing thoughts and practices"--Provided by publisher.

The book mainly addresses the following aspects: First, it systematically introduces the domestic and foreign research results, pointing out the key

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elements of the basic theory of IMC, according to a company 's present situation and the practice of IMC strategy. Second, according to the different characteristics of each organization, it provides various IMC organization structures, such as linear structure Model I, a virtual network and centralized type that focuses on individual interest, external types of the IMC organizational structures Model, etc., and suggestions for further study are also presented.

Innovative Marketing Communications for Events Management provides students and event managers

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with a complete insight into the strategic and innovative marketing of events of all scales and nature. The book builds a conceptual framework for the development, planning, implementation and evaluation of innovative communication strategies for the marketing of events, and the effective use of events as an innovative communications method in general organizational marketing. With a strong practical underpinning, Innovative Marketing Communications for Events Management emphasises to event managers the importance of effectively integrating a range of tools and

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techniques to communicate the event and provides them with a better understanding of how a variety of private and public sector organisations can use events within their communication strategies.

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