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Marketing- und Vertriebskonzepte von erfolgreichen Unternehmen Patrick Siegfried, 2020-09-02 Diese Fallstudien sind im Rahmen der Vorlesung Vertriebsmanagement von Masterstudenten innen erarbeitet worden Jede Fallstudie beginnt mit der Beschreibung des Unternehmens deren Entwicklung der Marktsituation sowie die Stärken und Schwächen In einem Best Practice Vergleich wird das Konzept überprüft und in einer Handlungsempfehlung eine Zukunftsbetrachtung vorgenommen Abschließende Arbeitsfragen können für eine weitere Bearbeitung von Studenten verwendet werden Prof Dr Patrick Siegfried hat mit den Studentinnen diese Fallstudien bearbeitet

Moderne Konzepte des organisationalen Marketing Thorsten Kliewe, Tobias Kesting, 2014-01-16 Das Buch widmet sich dem organisationalen Marketing d.h. Marketing gegenüber Organisationen aller Art als Zielgruppen Es werden neue Erkenntnisse aus der Theorie und Praxis des Business to Business und des Science to Business Marketing aufgezeigt

Handbook of Research on Strategic Retailing of Private Label Products in a Recovering Economy Gómez-Suárez, Mónica, Martínez-Ruiz, María Pilar, 2016-06-20 As the global market continues to recuperate from economic downfall it is essential for private label products to find ways to compete with alternatives offered by wholesale and national retailers In many cases it becomes difficult for off brand products to generate market appeal when consumers have preconceived notions about the quality of generic products and loyalty to branded products The Handbook of Research on Strategic Retailing of Private Label Products in a Recovering Economy emphasizes advertising and promotional approaches being utilized as well as consumer behavior and satisfaction in response to marketing strategies and the sensitive pricing techniques being implemented to endorse generic and store brand products available on the market Highlighting brand competition between wholesalers retailers and private brand names following a global economic crisis this publication is an extensive resource for researchers graduate students economists and business professionals

Marketing and the Customer Value Chain Thomas Fotiadis, Dimitris Folinas, Konstantinos Vasileiou, Aggeliki Konstantoglou, 2022-02-28 Marketing and supply chain management have a symbiotic relationship within any enterprise and together they are vital for a company's viability and success This book offers a systemic approach to the integration of marketing and supply chain management It examines the

strategic connections and disconnections between supply chain and operations management and marketing by focusing on the factors that constitute the extended marketing mix including product price promotion people and processes Key aspects of supply chain management are discussed in detail including material handling unit load handling systems and equipment as well as warehousing and transportation design and packaging The book then goes on to explore the marketing functions of intangible products services followed by a focus on B2B markets Throughout there is a strong emphasis on the optimization and maximization of the value chain through the development of a systems approach with a market orientation Pedagogy that translates theory to practice is embedded throughout including theoretical mini cases chapter by chapter objectives and summaries Marketing and the Customer Value Chain will help advanced undergraduate and postgraduate students appreciate how front end marketing can interface with the back end operations of supply chain management

Marketing and Supply Chain Management Dimitris Folinis, Thomas Fotiadis, 2017-09-13 Organizations are now recognizing the importance of demand supply integration to their growth and success While marketing and supply chain management are an essential part of any business qualification it is becoming increasingly essential to understand the need for integration between synergize marketing and SCM Marketing and Supply Chain Management is among the first to synergize these two disciplines Its holistic approach provides students with a macro level understanding of these functions and their symbiotic relationship to one another and demonstrates how both can be managed synergistically to the benefit of the organization This bridge building textbook is ideal for students of marketing logistics supply chain management or procurement who want to understand the machinations of business at a macro level

Industrial Marketing Thomas Fotiadis, Adam Lindgreen, George J. Siomkos, Christina Öberg, Dimitris Folinis, 2022-12-08 An introductory textbook on industrial marketing and supply chain management that discusses industrial products and pricing as well as key topics such as co creation of value big data innovation green practices and CSR The textbook includes The marketing philosophy on industrial markets The characteristics of industrial markets The marketing mix and the product life cycle The issues surrounding distribution and operations including value creation business relationships and networks Case studies and mini case studies vignettes This textbook is suitable for students studying industrial marketing and other related courses at undergraduate and graduate levels Thomas Fotiadis is an Associate Professor of Marketing and Head of the Marketing Laboratory in the Department of Production and Management Engineering School of Engineering at Democritus University of Thrace Greece Adam Lindgreen is Professor and Head of Department of Marketing at Copenhagen Business School Denmark and Extraordinary Professor at University of Pretoria s Gordon Institute of Business Science South Africa George J Siomkos is Professor of Marketing at the Athens University of Economics Business AUEB Director of the MSc Program in Services Management and previously Dean of the School of Business AUEB Greece Christina berg is Professor at CTF Service Research Center Karlstad University and associated with the Ratio Institute Sweden Dimitris Folinis is Professor in the Department of Supply Chain Management at

International Hellenic University Greece

Strategic Marketing Management and Tactics in the Service Industry

Sood, Tulika, 2017-03-20 Customer satisfaction is a critical factor to the potential success or failure of a business. By implementing the latest marketing strategies, organizations can better withstand the competitive market. *Strategic Marketing Management and Tactics in the Service Industry* is an essential reference publication that features the latest scholarly research on service strategies for competitive advantage across industries. Covering a broad range of topics and perspectives such as customer satisfaction, healthcare service, and microfinance, this book is ideally designed for students, academics, practitioners, and professionals seeking current research on best practices to build rapport with customers. *Panic Buying*

S.M. Yasir Arafat, Sujita Kumar Kar, Russell Kabir, 2021-06-22 This brief provides a thorough overview of the history and underlying motivations for consumer panic buying, evaluating psychological perspectives on this behavior on both an individual and societal level. The first volume of its kind to focus specifically on the topic of panic buying, the book situates its analysis within the context of the modern COVID-19 pandemic as well as in a broader psychology context. Chapters encompass a variety of interdisciplinary perspectives, incorporating insights from consumer psychology, marketing, sociology, and public health. Finally, contributors discuss the long-term implications of panic buying and potential prevention strategies. *Panic Buying: Perspectives and Prevention* will be a useful reference for researchers and students in consumer psychology as well as those interested in emergency preparedness and supply chain management. First volume of its kind to focus specifically on the consumer behavior of panic buying. Analyzes panic buying behavior in the context of the modern COVID-19 pandemic as well as within a broader psychology context. Provides a multidisciplinary analysis of panic buying, including perspectives from consumer psychology, social psychology, marketing, emergency preparedness, and public health. *Current Issues in Tourism, Gastronomy, and Tourist Destination Research*

Hera Oktadiana, Myrza Rahmanita, Rina Suprina, Pan Junyang, 2022-05-25 The book focuses on contemporary research on tourism, gastronomy, and tourist destinations presented at the 3rd Tourism, Gastronomy, and Destination International Conference (TGDIC 2021). It serves as a platform for knowledge and experience sharing and invites tourism scholars, practitioners, decision makers, and stakeholders from all parts of society and from various regions of the world to share their knowledge, experience, concepts, examples of good practice, and critical analysis with their international peers. The research papers presented at the conference were organized into three main categories: tourism, gastronomy, and tourist destinations, written by authors from various countries such as Indonesia, China, India, Switzerland, UK, Portugal, and Hungary. **Sustainable Marketing, Branding, and Reputation Management: Strategies for a Greener Future**

Masengu, Reason, Bigirimana, Stanilas, Chiwaridzo, Option Takunda, Bensson, Ruzive, Blossom, Christina, 2023-09-18 In the wake of increasing consumer and stakeholder concerns regarding environmental and social issues and the vulnerabilities exposed by the COVID-19 pandemic, sustainable marketing has emerged as a critical aspect of modern business strategies. *Sustainable Marketing, Branding, and Reputation Management*

Strategies for a Greener Future provides a comprehensive and timely exploration of the key concepts trends and challenges in sustainable marketing within today's dynamic business environment This book delivers an extensive overview of sustainable marketing covering a diverse range of topics It delves into the role of sustainable marketing in addressing environmental and social concerns examines its impact on consumer behavior and brand loyalty and showcases best practices for integrating sustainability into marketing strategies and tactics Additionally it explores the challenges and opportunities associated with implementing sustainable marketing across various industries investigates the influence of digital technologies on sustainable marketing and explores the future of sustainable marketing in the post COVID 19 era Targeting marketing professionals business leaders marketing students and educators and individuals interested in advancing sustainable business practices this book serves as an invaluable resource It offers insights into the role of marketing in creating a more environmentally friendly future and equips readers with the latest strategies and best practices for promoting sustainability through marketing

Proceedings of the Fifth Annual International Conference on Business and Public Administration (AICoBPA 2022) Andy Fefta Wijaya,Fadillah Amin,Mohammad Iqbal,2023-07-31

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Marketing Recorded Music Tammy Donham,Amy Sue Macy,Clyde Philip Rolston,2022-06-12 This fourth edition of Marketing Recorded Music is the essential resource to help you understand how recorded music is professionally marketed Updated to reflect the digital era with new chapters on emerging media streaming and branding this fourth edition also includes strategies for independent and unsigned artists Fully revised to reflect international marketing issues Marketing Recorded Music is accompanied by a companion website with additional online resources including PowerPoints quizzes and lesson plans making it the go to manual for students as well as aspiring and experienced professionals

THE HANDBOOK FOR BUSINESS MANAGEMENT AND ADMINISTRATION FASIL V,2024-03-29 In this indispensable handbook the author distills a wealth of knowledge and proven industry practices into a single potent resource designed for a broad audience be it aspiring entrepreneurs seasoned executives business students or individuals eager to enhance their managerial skills Readers will not only discover strategies to create and sustain a successful business but also learn how to become a Leader prospering individually professionally and corporately Are you prepared to transcend traditional roles and forge ahead armed with the skills and expertise that are in high demand in today's dynamic and unpredictable market landscape This book is set to be your definitive guide helping you strategize for the future and navigate the imminent challenges in a rapidly evolving economic landscape

Emerging Trends and Practices in Gastronomy and Culinary Tourism Moura, Andreia Antunes,Mira, Maria do Rosário Campos,Carvalho, Mariana,Gomes, João

Pedro,2025-03-13 Gastronomy plays a pivotal role in destination branding given the rise of food centric destinations and the evolving preferences of gastronomy tourists As such it has a profound impact on travel decisions The intricate interplay between gastronomy and tourism on a global scale reveals a multifaceted relationship among food culture and travel Thus it has immense potential as a driver of economic growth across diverse regions worldwide Emerging Trends and Practices in Gastronomy and Culinary Tourism offers an in depth exploration of global gastronomy tourism trends and practices with a particular focus on the symbiotic relationship between gastronomy territories and heritage within the realm of tourism research It examines the profound impact of gastronomic experiences on travel decisions highlighting the rise of food centric destinations and the evolving preferences of gastronomy tourists Covering topics such as fusion cuisine emerging spaces and geographical indications this book is an excellent resource for tourism industry professionals policymakers stakeholders marketing professionals gastronomists economists destination managers professionals researchers scholars academicians and more *Handbook of Research on Innovation and Development of E-Commerce and E-Business in ASEAN* Almunawar, Mohammad Nabil,Anshari, Muhammad,Ariff Lim, Syamimi,2020-08-28 Business to consumer B2C and consumer to consumer C2C e commerce transactions including social commerce are rapidly expanding although e commerce is still small when compared to traditional business transactions As the familiarity of making purchases using smart devices continues to expand many global and regional investors hope to target the ASEAN region to tap into the rising digital market in this region The Handbook of Research on Innovation and Development of E Commerce and E Business in ASEAN is an essential reference source that discusses economics marketing strategies and mobile payment systems as well as digital marketplaces communication technologies and social technologies utilized for business purposes Featuring research on topics such as business culture mobile technology and consumer satisfaction this book is ideally designed for policymakers financial managers business professionals academicians students and researchers *Pioneering Paradigms in Organizational Research and Consulting Interventions: A Multidisciplinary Approach* Burrell, Darrell Norman,2024-08-29 The existence of complex problems throughout healthcare business technology and education requires solutions using effective organizational research and consulting methods The intersection of academic rigor and practical business application may offer valuable insights and strategies into positive organizational change As global thought leaders and researchers from diverse fields come together to present innovative solutions organizational research practices foster innovation in today s dynamic environment *Pioneering Paradigms in Organizational Research and Consulting Interventions A Multidisciplinary Approach* presents case studies theoretical frameworks and evidence based practices to address pressing challenges facing organizational sectors It explores contemporary organizational issues throughout supply chains remote work business education corporate strategies and more while positing effective solutions for change This book covers topics such as management science healthcare ethics and data management and is a useful resource for academicians researchers business

owners entrepreneurs and industry professionals *Manajemen Pemasaran Society 5.0* Dr. Sudarsono, SE., MM, Yulia Anggraini S.A.B., M.M, Dra. Anike Retawati, MM, Ina Karuehni, SE., M.Si, Gema Borneo Poetra SE., MM CERA, Ir. Mohammad Muslimin, ST., MT, IPM., ASEAN.Eng., Dr. Meitiana, MM, Dra. Peridawaty, MM, Rita Yuanita Toendan, SE., M.Si, Drs. Hansly Tunjang, MM, Drs. Aston Pakpahan, MM, Drs. Noorjaya Nahan, M.Si, Jonathan Giovanni, S.Si., MM, Olivia Winda Ony Panjaitan, SE, M.Sc, Rita Sarlawa, SE., M.Si, Pratiwi Hamzah, S.M., M.M, 2024-12-14

Era Society 5 0 membawa perubahan besar dalam cara masyarakat hidup bekerja dan berinteraksi Mengintegrasikan teknologi digital kecerdasan buatan dan Internet of Things IoT era ini menawarkan tantangan sekaligus peluang baru bagi dunia bisnis dan pemasaran Buku Manajemen Pemasaran Society 5 0 hadir untuk menjawab kebutuhan para profesional akademisi dan mahasiswa dalam memahami dinamika pemasaran yang terus berkembang di tengah transformasi digital ini Buku ini mengupas tuntas konsep konsep manajemen pemasaran yang relevan di era Society 5 0 mulai dari menciptakan nilai tambah bagi pelanggan memahami perilaku konsumen digital hingga memanfaatkan teknologi canggih untuk membangun hubungan yang berkelanjutan dengan pelanggan Selain itu pembahasan mengenai strategi pemasaran berbasis data pemasaran inklusif dan keberlanjutan menjadi poin utama dalam buku ini Dilengkapi dengan studi kasus tips praktis dan analisis mendalam buku ini memberikan panduan komprehensif untuk membantu pembaca menerapkan strategi pemasaran yang inovatif dan efektif di era yang serba terhubung ini Apakah Anda seorang pelaku bisnis pemasar atau akademisi buku ini akan menjadi referensi penting untuk menghadapi lanskap pemasaran di masa depan Temukan bagaimana teknologi dan humanisme dapat berjalan berdampingan untuk menciptakan nilai bersama dalam dunia pemasaran yang terus berubah **Socialize Your Patient Engagement Strategy** Letizia Affinito, John Mack, 2016-03-03 Socialize Your Patient Engagement Strategy makes the case for a fundamentally new approach to healthcare communication one that mobilizes patients healthcare professionals and uses new media to enable gathering sharing and communication of information to achieve patient centricity and provide better value for both organizations in terms of profit and patients in terms of better service and improved health Letizia Affinito and John Mack focus on three priority areas for actions Improving Health Literacy e g web sites targeted mass digital campaigns Improving Self care e g self management education self monitoring self treatment Improving Patient Safety e g adherence to treatment regimens equipping patients for safer selfcare The authors explain the healthcare context to the digital communications revolution the emerging digital marketing and communications techniques that enable this revolution and the core elements behind a patient driven digital strategy Drawing on the authors research and consulting practices as well as on the practical experience of managers in medium large companies worldwide the book provides a proven framework for improving the development and implementation of patient centered digital communication programs in healthcare organizations It is an engaging how to how not to book which includes tips advice and critical reviews that every stakeholder dealing with the healthcare system must have in order to participate in the evolving healthcare system and be

more active in making strategic patient centered choices Socialize Your Patient Engagement Strategy includes interviews with experts and leading case histories of successful digital communication programs in the healthcare arena While there are books that focus on specific healthcare communicators within different types of organizations in their book the authors recognize that effective patient centric communication crosses all organizational boundar Complex AI Dynamics and Interactions in Management Figueiredo, Paula Cristina Nunes,2024-02-19 Artificial Intelligence AI permeates our daily lives revolutionizing routine tasks However the profound implications of AI on business management demand meticulous scrutiny Leaders and organizations must proactively shape strategies to align with the tenets of this new era This necessitates a commitment to innovatively amalgamate data technology design and human expertise to address real world challenges on a large scale Beyond concerns about the future of work and potential job displacement due to automation societal readiness at all levels becomes paramount for AI to benefit humanity Complex AI Dynamics and Interactions in Management guides leaders and organizations navigating this transformative era It facilitates a seamless transition by advocating successful AI initiatives discerning optimal opportunities fostering diverse expert teams conducting strategic experiments and crafting solutions that contribute to the benefit of both the organization and society This book is a valuable resource for managers and decision makers providing insights on leveraging AI to enhance business sustainability This initiative allows collaboration among stakeholders including professionals from public and private sectors human resources specialists data experts and academics from various countries

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