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SIXTEENTH EDITION

MARKETING MANAGEMENT

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Marketing-Management Philip Kotler, Kevin Lane Keller, Marc Oliver Opresnik, 2015

Eines der besten Management Bucher aller Zeiten Financial Times Der Bestseller Marketing Management von Philip Kotler ist das weltweit erfolgreichste Standardwerk im Marketing und wird weithin als die Bibel des Marketing bezeichnet Wie die vorangegangenen Auflagen bleibt auch die 14 Auflage seinem anerkannten und durch ihn begrundeten Ansatz treu einen ganzheitlichen und integrierten Zugang zum Marketing darzustellen Ganzheitliches Marketing umfasst hier die Entwicklung Gestaltung und Implementierung von Marketingprogrammen prozessen und handlungen welche die gesamte Bandbreite und gegenseitigen Abhangigkeiten des heutigen Marketingumfelds berucksichtigen und somit als Konzept der marktorientierten Unternehmensfuehrung verstanden werden konnten In der vorliegenden 14 Auflage des Marketingklassikers wurden alle Kapitel grundlegend ueberarbeitet und um neue Entwicklungen u a in den Bereichen Neuromarketing Corporate Social Responsibility Relationship Marketing und Social Media erweitert Der ganzheitliche Ansatz des Buchs umfasst dabei die aktuellen Marketinggrundlagen Praxisbeispiele sowie anwendungsorientierte Unternehmensfallstudien Das Buch richtet sich an Studierende an Universitaeten Fachhochschulen und Berufsakademien sowie Trainer und Dozenten welche zum Lehrbuch umfassendes tief gehendes und aussagekraeftiges Material fuer ihren Einsatz in der Vorlesung Seminaren und Workshops erhalten Unentbehrlich ist das Buch aber auch seit Jahrzehnten fuer Manager Entscheidungstrager und Praktiker welche einen verlasslichen Ratgeber fuer die tagliche Praxis im Unternehmen benoetigen

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percorso dalla brand awareness alla brand advocacy In questo nuovo e attesissimo progetto Philip Kotler il padre del
marketing moderno presenta metodi di efficacia concreta con cui guidare il cliente nelle varie tappe del suo viaggio Il
cammino tradizionale che conduce all'acquisto aware appeal ask act viene arricchito con una quinta componente l'advocacy
perché le opinioni dei nostri amici e familiari influenzano profondamente le decisioni d'acquisto Scopriamo come si
esercita quell'influenza in che modo possiamo indirizzarla e quali strategie impiegare per sfruttare al massimo la
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