

# ESSENTIALS OF MARKETING MANAGEMENT

GEOFF LANCASTER AND LESTER MASSINGHAM



SECOND EDITION

# **Essentials Of Marketing Management Book**

**Geoffrey Lancaster, Lester Massingham** 

#### **Essentials Of Marketing Management Book:**

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strategy to advanced techniques in sales management e commerce and performance metrics In addition to traditional marketing principles the book emphasizes the importance of leadership team building and HRM in fostering a successful marketing team It also highlights the significance of aligning marketing efforts with overall business goals ensuring that marketing strategies drive long term growth Overall this book is a must read for anyone seeking a comprehensive up to date guide to marketing management \*\*Essentials of Marketing Management\*\*, 2021\*\*

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