

Marketing An Introduction

FOURTEENTH EDITION



Marketing An Introduction

Gary Armstrong, Philip Kotler

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Marketing Gary M. Armstrong, Philip Kotler, Valerie Trifts, Lilly Anne Buchwitz, David Gaudet (Professor), 2017 The sixth Canadian edition of Marketing An Introduction makes learning and teaching marketing more effective easier and more enjoyable than ever Its streamlined approach strikes a careful balance between depth of coverage and ease of learning Students will see how customer value creating it and capturing it drives every good marketing strategy KEY TOPICS Marketing Creating and Capturing Customer Value Company and Marketing Strategy Partnering to Build Customer Relationships Sustainable Marketing Social Responsibility and Ethics Analyzing the Marketing Environment Managing Marketing Information to Gain Customer Insights Understanding Consumer and Business Buyer Behaviour Segmentation Targeting and Positioning Developing and Managing Products and Services Brand Strategy and Management Pricing Understanding and Capturing Customer Value Marketing Channels Retailing and Wholesaling NEW Communicating Customer Value Advertising and Public Relations Personal Selling and Sales Promotion Direct Online Social Media and Mobile Marketing The Global Marketplace NEW MARKET This text is appropriate for marketing majors in a one semester course in both 4 year and 2 year institutions MARKETING - AN INTRODUCTION Michael Cant, 2020 MARKETING:

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