

Essentials of Health Care Marketing

**THIRD
EDITION**

Eric N. Berkowitz

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**Robert E. Hinson, Ogechi Adeola, Yam
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changing disease patterns more technology driven health interventions a more assertive and quality conscious clientele as well as a rapidly growing for profit segment of the industry This places more responsibilities on healthcare service providers in both the public and private sectors to deliver value for money services at competitive costs To respond to the changing business environment a carefully crafted marketing approach is needed by all players in the industry to create value and sustain the confidence of clientele and stakeholders Praise for Marketing in Healthcare Related Industries Marketing in Healthcare Related Industries is a timely book as the healthcare industry grows more customer focused and faces increasing pressure to deliver high quality service at more affordable costs This book will serve as a roadmap for practitioners as it synthesizes insights from many marketing researchers into useful and actionable advice It should also help students easily master the application of marketing principles to the healthcare industry with tools like review questions at the end of each chapter and mini cases to apply marketing concepts Dr Bruce A Huhmann Department Chair and Professor of Marketing Virginia Commonwealth University Marketing In Healthcare related Industries could not have come at a better time Just as the epidemiological and demographic transitions have changed the cycle of planning resource allocation delivering monitoring and evaluating healthcare especially in developing countries shrinking domestic and donor resources for health and ambitious agendas like the Universal Health Coverage 2030 Agenda make it imperative that healthcare providers do more with less This book provides a clear road map to a MARKETING TRANSITION which links healthcare and marketing in a way hitherto not so clearly outlined The Toolkit will be a valuable tool for undergraduate and graduate students in healthcare provision as well as health practitioners who have traditionally not been trained in this area I commend it highly as a must read book in this area Dr Victor Asare Bampoe Former Deputy Minister of Health Ghana and currently Director Coordinator Global Financing Technical Support Joint United Nation Programme on HIV AIDS Geneva A truly remarkable scholarly work of our time An easy to read and insightful book that captivates the reader whether practitioner or student Dr Abigail Mensah Korle Bu Teaching Hospital Ghana This book is well written easy to understand and very up to date in its approach to marketing in healthcare related industries It is useful for undergraduate and graduate students as well as healthcare practitioners Dr Gouher Ahmed Professor of Strategic Leadership International Business Skyline University College UAE

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