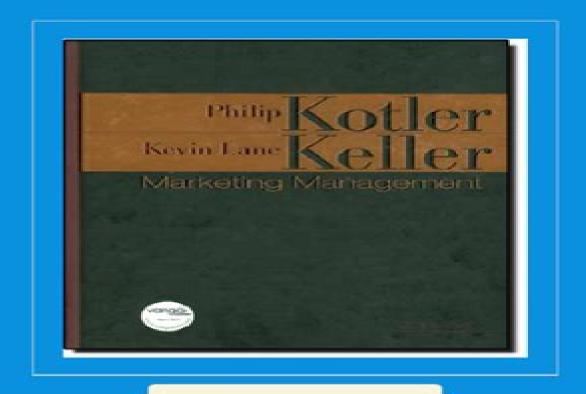
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Jacob E. Gersen, Joel H. Steckel

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Marketing Management Essentials (A clear Guide for Entrepreneurs and Management Students) Dr. Ravindra Bhaskar Gawali, Dr. Rahul Khandelwal, 2025-04-14 Embarking on the journey of writing Marketing Management Essentials A Clear Guide for Entrepreneurs and Students has been a profound and enriching experience and we are deeply grateful to those whose contributions have made this endeavor possible We express our heartfelt gratitude to Goddess Saraswati the embodiment of knowledge wisdom and creativity Her divine blessings have illuminated our path guiding us through the intricacies of crafting this comprehensive guide May her grace continue to inspire and enlighten all those who embark on the journey of learning through these pages We extend our sincere appreciation to our parents whose unwavering love encouragement and blessings have been the bedrock of our lives Their sacrifices support and belief in our capabilities have fueled our aspirations and given us the strength to overcome challenges This book stands as a testament to their enduring influence on our journey We are deeply indebted to many faculty mentors coaches and students for their scholarly guidance mentorship and insights that have enriched the content of this book Their commitment to education and profound knowledge of marketing management has been a source of inspiration To the team at AG Publishing House thank you for your professionalism expertise and collaborative spirit Your dedication to excellence has played a crucial role in shaping this book into a valuable resource for aspiring marketers A heartfelt thank you to our colleagues and mentors whose shared experiences and diverse perspectives have enriched the content of this book Your collaborative spirit has been instrumental in creating a guide that resonates with a broad audience **Obstructive Marketing** Maitland Hyslop, 2016-05-23 In Obstructive Marketing Maitland Hyslop deals with a very negative kind of activity which embraces activities legal or otherwise designed to prevent or restrict the distribution of a product or service temporarily or permanently against the wishes of the product manufacturer service provider or customer When the author defined this phenomenon as Obstructive Marketing and started to research it more than a decade ago it was seen as a valid concept that was perhaps ahead of its time The World has moved on and in the era of globalization a study of this negative aspect of marketing is now required Obstructive Marketing is now seen as the business equivalent of asymmetric warfare which is increasingly understood because the rise of the South and East at the expense of the North and West has brought some Obstructive Marketing stratagems into sharp focus Using the author's own research this book explains what Obstructive Marketing is and why it is not called Anti Marketing The author explains who practises Obstructive Marketing where when and how and why businesses are particularly vulnerable when entering new markets and engaging in change and innovation Intriguing concepts such as cultural risk are illuminated along with formal links between Obstructive Marketing asymmetric warfare

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Pharmaceutical Marketing Brent L. Rollins, Matthew Perri, 2014

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