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P.M. Rao, Joseph A. Klein

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Klein, 2015-01-28 This is the first book to present marketing strategy of high tech products and services in a legal economic and global context From software to hardware from pharmaceuticals to digital movies and TV the authors argue that the understanding of intellectual property rights IPRs is essential to devising effective marketing strategies Aaricultural and Food Marketing Management I. M. Crawford, Food and Agriculture Organization of the United Nations, 1997 Marketing Essentials-Stud. Activity Wkbk Farese, 1997 **EBOOK: Principles of Services Marketing** Adrian Palmer, 2013-01-16 Now in its seventh edition Principles of Services Marketing has been revised and updated throughout toreflect the most recent developments in this fast moving and exciting sector With a stronger emphasis onemerging and global economies it s been restructured to give clearer focus on key issues of efficiency accessibility and customer experience This authoritative text develops an indispensable framework forunderstanding services their effective marketing and how this drives value creation Key Features Opening vignettes introduce a chapter s key themes with short examples that present topics in familiar everyday scenarios students can relate to Longer case studies feature well known companies and provide an opportunity to analyse real life scenarios and apply understanding In Practice vignettes drawn from services organizations from around the world and how services are delivered and experienced by customers Thinking Around the Subject boxes examine the operational challenges of putting theory in to practice Summary links to other chapters reinforce the main topics covered and how they fit within the wider context of services marketing to improve overall understanding of the subject Expanded coverage of key topics such as service dominant logic servicescapes and the use of social media explore the latest theory and practice Reflects the importance of marketing for public services and not for profit organizations Includes new chapters on service systems and the experiential aspects of service consumption **Essentials of Marketing** Perreault, 2000

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