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SIXTH EDITION

Essentials of **Marketing**

MICHAEL CANT (editor)

Essentials Of Marketing 6th Edition

Siddappa N.Byrareddy



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Inhaltsangabe Gang der Untersuchung Die Arbeit beschreibt das BEP Basic Economic Principle Wirtschaftliche Grundprinzipien Seminar in dem s dafrikanischen Township Alexandria in Johannesburg im europ ischen Sommer 2002 durch die Mitliberalen Friedrich Naumann Stiftung im Rahmen eines dort absolvierten Praktikums Die Arbeit ist in 5 Hauptteile gegliedert wobei Teil 1 bis 3 die Einleitung bilden Teil 4 den Hauptteil und Schlu der Arbeit darstellt und Teil 5 auf die Anh nge verweist Im Teil 1 findet sich u a sowohl eine Danksagung als auch die pers nliche Motivation des Autors Teil 2 versucht NGO und NPO von einander abzugrenzen und Teil 3 besch ftigt sich mit politischen Stiftungen in Deutschland ihren Aufgaben und Zielen im Allgemeinen und der Friedrich Naumann Stiftung im Besonderen Teil 4 besch ftigt sich einleitend im berblick kurz mit dem historischen S dafrika und beschreibt zum besseren Verst ndnis die m glichen Zielgruppen vor Ort Im 2 Unterabschnitt geht der Autor auf die Segmentierung der Zielgruppen ein und beschreibt im Folgenden deren Targeting im 4 Unterpunkt das Positioning Es folgt die Einbindung Porter's 5 Faktorenmodell am BEP wo sich die Erfolgsfaktoren anschlie en Im 7 Unterabschnitt pr sentiert der Autor 2 selbst geschriebene Geschichten die als Marketingtool bei der speziellen Zielgruppe sehr erfolgreich waren bevor im Schlussabschnitt Zusammenfassung und Aussicht resp Empfehlungen aus den evaluierten Ergebnissen folgen Teil 5 hat die Hauptfrageb gen und somit die Untersuchungsgrundlage die Bibliographie und einen n tzlichen Adressenhang von Partnern der Stiftung zum Inhalt Abstract The thesis describes the realisation process of the BEP Basic Economic Principle Seminar in the South African Township of Alexandria in Johannesburg in the European Tate summer 2002 realised by the employees of the liberal Friedrich Naumann Foundation which was evaluated during the authors internship The thesis is divided in 5 main parts part 1 to 3 is the preface part 4 the main part and the conclusion attachments will be found in part 5 Part 1 contents acknowledgements and a

personal motivation part 2 tries to distinguish between NGO s and NPO s Part 3 deals with political foundations in Germany their tasks and objectives in general and at last with the Friedrich Naumann Foundation in particular Pt 4 starts with an overview about the historical situation in RSA and discusses different target groups Sport Marketing Paul

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