

**Peterson Kelly**

## **Marketing case study for Sonance Company**

**Seminar paper**

# Marketing Case Study For Sonance Company

**Fraser P. Seitel**



## **Marketing Case Study For Sonance Company:**

Marketing case study for Sonance Company Peterson Kelly, 2014-09-23 Seminar paper from the year 2012 in the subject Business economics Offline Marketing and Online Marketing grade A University of Cambridge language English abstract This marketing case study is looking on different aspects and questions about the company Sonance The following questions will be discussed What are the current strategic situations and options available for Sonance What should Sonance do to generate profitable and sustainable growth for the company and sales momentum for its products Should Sonance more aggressively pursue production home developers Should Sonance re focus its strategy on high end installers and try to win back the custom installation dealers lost under Chip Brown s reign as CEO Should Sonance target architects and interior designers of custom homes directly Should Sonance lower the price of its product Should Sonance be prepared to do something else altogether Can it remain independent in a highly consolidated industry Marketing in Perspective (RLE Marketing) Simon Majaro, 2014-09-15 This book provides a stimulating perspective on a wide range of important topics and major challenges which confronted marketing management in the 1980s and are still of relevance today The author applies a critical knowledge of modern theory and practice to pinpoint the crucial importance of three interrelated ingredients productivity integration and creativity for success in an increasingly demanding and cost effective environment Each chapter reviews marketing concepts theories and methods both recent and well established and each chapter can be read on its own in response to a specific problem As well as an extensive bibliography the volume contains useful case studies **Journal of Marketing**, 1991 **Tour Operators and Operations** Jacqueline Holland, David Leslie, 2017-12-14 With a focus on the creation and distribution of packaged holidays this text covers the fundamentals of business and the relationship between tour operators and destinations With particular reference to the sustainability of both parties it reviews the impacts and influences of tour operations and practices on destinations within the overriding context of tour operator responsibility It addresses the entirety of this key component of the tourism sector and reflects the shift in recent years from traditional sun sea and sand holiday to more bespoke packages *CSR 2.0 and the New Era of Corporate Citizenship* Camilleri, Mark Anthony, 2016-12-21 Responsible behaviors in the realm of business continue to remain a crucial component of organizational development By exploring core aspects of contemporary corporate strategies businesses can create more value in social welfare initiatives CSR 2.0 and the New Era of Corporate Citizenship is an authoritative reference source for the latest scholarly research on the ways in which corporate entities can implement responsible strategies and create synergistic value for both businesses and society Featuring extensive coverage across a range of relevant perspectives and topics such as corporate citizenship stakeholder engagement and business ethics this publication is ideally designed for students academics and researchers seeking current concise and authoritative research on the business case for corporate social responsibility Consumer Behavior and Marketing Action Henry Assael, 1995 This text takes a strategic approach to consumer behavior

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