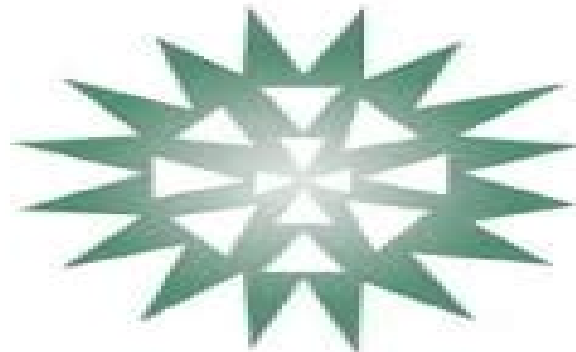


Thirteenth Edition

# STRATEGIC MARKETING PROBLEMS

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Cases and Comments



Roger A. Kerin | Robert A. Peterson

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**Kerin/ Mcdonell**



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**Strategic Marketing Problems** Roger A. Kerin, Robert Allen Peterson, 1995-01-01 *Instructor's Manual for Strategic Marketing Problems* Roger A. Kerin, Robert A. Peterson, 2013 **Global Perspectives on Contemporary Marketing Education** Smith, Brent, Porath, Amiram, 2016-03-17 A successful marketing department has the power to make or break a business Today marketing professionals are expected to have expertise in a myriad of skills and knowledge of how to remain competitive in the global market As companies compete for international standing the value of marketing professionals with well rounded experience exposure and education has skyrocketed *Global Perspectives on Contemporary Marketing Education* addresses this need by considering the development and education of marketing professionals in an age of shifting markets and heightened consumer engagement A compendium of innovations insights and ideas from marketing professors and professionals this title explores the need for students to be prepared to enter the sophisticated global marketplace This book will be invaluable to marketing or business students and educators business professionals and business school administrators

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approach and combines many real world examples theory cases exercises and artwork This together with great writing makes it a text that will keep students engaged Key Features Engaging writing style that has been specifically written with an essentials of marketing course in mind Practical and effective students understand how to create an effective marketing plan Rich array of cases examples photos and advertisements that cover the Australian New Zealand and Asian environment Strong student support materials that includes MaxMark an online study guide and Core Cards perforated cards that provide students with portable revision Full sized instructor supplements support package that includes locally produced videos presentation slides and instructor manual These resources amongst others for both lecturers and students can be find on the Online Learning Centre

*Decision Making in Marketing and Finance* P. Koku,2014-08-19 As interest in MBA programs and business schools more generally continues to grow it is essential that teachers and students analyse their established strategy for decision making The successful use of case studies in business schools shows the superior outcomes of an interdisciplinary approach to problem solving Disappointingly functional departmental silos within universities still exist and keep problem solvers from seeing all the effects of a given issue In addition to providing teaching material *Decision Making in Marketing and Finance* provides motives and strategies to break down functional silos in making informed and effective business and finance decisions Koku achieves his goal by showing how value can be created for shareholders and other stakeholders linking marketing and finance decision making and providing much needed teaching materials for an interdisciplinary approach to case analysis

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*Strategic Marketing Problems* Roger A. Kerin,Robert A. Peterson,2007 This best selling book is dedicated to the development of decision making skills in marketing It introduces concepts and tools useful in structuring and solving marketing problems while extensive case studies provide an opportunity for those concepts and tools to be employed in practice Consisting of 10 chapters and 44 cases that feature contemporary marketing perspectives and practices this book covers the topics of marketing management its foundations financial aspects decision making and case analysis opportunity analysis market segmentation and market targeting product and service strategy and brand management integrated marketing communication strategy and management pricing strategy and management the control process and

comprehensive marketing programs For marketing executives and professionals      **Instructor's Manual to Accompany Strategic Marketing Problems** Roger A. Kerin,Robert A. Peterson,1978      **Strategic Marketing Problems: International Edition** Roger Kerin,Robert Peterson,2013-11-06 For undergraduate and graduate marketing strategy courses A comprehensive practice driven approach to developing decision making skills in marketing Decision making in marketing is first and foremost a skill And since all skills are learned through practice Strategic Marketing Problems Cases and Comments balances the concepts and tools used for solving marketing problems with numerous case studies that challenge students to apply what they ve learned This edition features a new chapter on chapter on marketing channel and supply chain strategy and management and ten new cases      Instructor's Manual to Accompany Strategic Marketing Problems Roger A. Kerin,Robert A. Peterson,1987      **The Cumulative Book Index** ,1999      **Encyclopedia of Business Information Sources** Linda D. Hall,2008 Each updated edition of this detailed resource identifies nearly 35 000 live print and electronic sources of information listed under more than 1 100 alphabetically arranged subjects industries and business concepts and practices Edited by business information expert James Woy      *Marketing W/PowerWeb* Michael J. Etzel,Bruce J. Walker,William J. Stanton,2001 Etzel Walker Stanton s Marketing 12th Edition will continue to be a low cost alternative in a paperback format now including free access to PowerWeb It incorporates technology throughout in text and boxed examples chapter opening cases and part ending cases This book was the first to incorporate WWW addresses and in this edition the authors go well beyond that with an in depth look at how companies are making technology an important part of their successful marketing strategies The authors have also made it a priority to integrate other important and current themes such as global marketing customer relationships small business and entrepreneurship In this edition the global marketing chapter was moved to the first part of the book chapter 3 to introduce its importance early Global examples and coverage are then integrated throughout This edition offers a completely new design a revised supplements package a new interactive web page and a special package with Annual Edition online

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