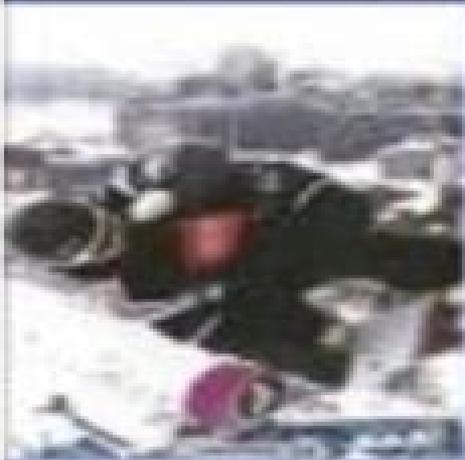


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15e

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**Jiyuan Zhang**



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**International Marketing** Daniel W. Baack, Eric G. Harris, Donald Baack, 2013 International Marketing presents an innovative integrated approach to the course in which marketing concepts are explored in depth within the international context The authors identify five key factors that impact any international marketing venture culture language political legal systems economic systems and technological operational differences and discuss them in relation to the core marketing concepts of markets products pricing distribution place and promotion Uniquely the book provides discussions of sustainability and bottom of the pyramid concepts within each chapter and is richly illustrated with examples from both multinational companies as well as smaller local concerns Setting the path for the future direction of this course the authors provide instructors and students with the first truly international marketing textbook

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**Marketing in Culturally Distant Countries** Giovanna Magnani, 2022-06-28 The aim of this book is to offer up to date insights into the challenges for international firms represented by managing their marketing mix in distant countries especially considering the role played by cultural distance Building on the famous McCarthy's 4Ps and on the concept of cultural distance the book outlines some key challenges and opportunities for firms that manage international marketing policies about product price place and promotion in culturally distant markets At the same time the book looks at extant conceptualizations and approaches considering the evolving environmental forces which are contributing to further challenges for firms that are confronted with changing economic and

social scenarios Indeed markets and societies are increasingly affected by multiculturalism and new patterns in consumers behaviors have emerged due to the proliferation of digital technologies and more recently due to several market disruptions such as the COVID 19 pandemic How do firms manage culturally distant and increasingly evolving cultural environments is a relevant topic worthy of discussion from both a theoretical perspective and a practice based approach through the analysis of real world case studies Researchers of cross cultural marketing and practitioners intending to get acquainted with the latest research on the topic would particularly benefit from this book

*Handbook of Research in International Marketing* Subhash C. Jain,David A. Griffith,2011 The global expansion of business has generated a tremendous interest among scholars but there remains a strong need for theoretical insights into conducting marketing operations abroad This thoroughly revised edition addresses this lack in the extant literature The book consists of insights from leading scholars in international marketing working not only to advance the theoretical underpinnings of today s most important international marketing issues but also to provide insights for how the field of scholarship and practice of international marketing might develop in the future The authors top scholars from around the world provide useful theoretical insights designed to stimulate contemplation and discussion and to provide guidelines for future research on international marketing The volume includes coverage of topics in four main areas Part I looks at global branding while Part II examines issues of marketing strategy on a world stage Part III offers chapters on cultural issues and the book closes with a more detailed look at marketing at the bottom of the pyramid in Part IV Scholars and students in marketing and international business will find much of value in this comprehensive volume

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International Marketing Pervez N. Ghauri, Philip R. Cateora, 2006 Offers a global treatment of international marketing providing students with the resources they need to grasp the complexities and issues when marketing across borders

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