

Business Market Management

Understanding, Creating, and Delivering Value

SECOND EDITION



James C. Anderson
James A. Narus

Business Market Management Understanding Creating And Delivering Value

Annelies Wilder-Smith



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Marketing Theory and Practice József Berács, 2004 This volume of the series was compiled by the heads of the marketing departments of Hungarian universities leading in the field of marketing education and research The authors of the studies and essays that make up this volume of the Transition Competitiveness and Economic Growth series dedicate the book to Professor P. Tomcsnyi a member of the Hungarian Academy of Sciences on the occasion of his 80th birthday Professor Tomcsnyi's name in Hungary is the hallmark of the creation of scientific based marketing Hungarian P. Tomcsnyi is what Philip Kotler is for the Americans Heribert Meffert for the Germans Peter Doyle for the British and Matthew Meulenberg for the Dutch This volume contains thematically grouped essays from the most outstanding Hungarian representatives of marketing science Part one deals with questions of marketing theory such as change of paradigm in the concept of marketing and the appearance of synergy and value in marketing relationships Part two deals

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