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**Marketing An Introduction 12th Edition By Armstrong
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from customers in return From beginning to end the first edition of Marketing An Introduction An Asian Perspective presents and develops this customer relationships customer equity framework Every chapter contains many examples and references of these marketing concepts used in the Asian context as well as how they are employed in other regions **Principles of Marketing** Philip Kotler,Gary Armstrong,2014-12-30 For Principles of Marketing courses that require a comprehensive text Help students learn how to create customer value and engagement In a fast changing increasingly digital and social marketplace it s more vital than ever for marketers to develop meaningful connections with their customers Principles of Marketing helps students master today s key marketing challenge to create vibrant interactive communities of consumers who make products and brands an integral part of their daily lives To help students understand how to create value and build customer relationships Kotler and Armstrong present fundamental marketing information within an innovative customer value framework Thoroughly revised to reflect the major trends impacting contemporary marketing this edition is packed with stories illustrating how companies use new digital technologies to maximize customer engagement and shape brand conversations experiences and communities Also available with MyMarketingLab This title is also available with MyMarketingLab an online homework tutorial and assessment program designed to work with this text to engage students and improve results Hands on activities and exercises enable students to better understand and master course concepts and the skills required to be successful marketers today NOTE You are purchasing a standalone product MyMarketingLab does not come packaged with this content If you would like to purchase both the physical text and MyMarketingLab search for ISBN 10 0133973107 ISBN 13 9780133973105 That package includes ISBN 10 0133795020 ISBN 13 9780133795028 and ISBN 10 0133862097 ISBN 13 9780133862096 MyMarketingLab should only be purchased when required by an instructor

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KEY TOPICS Marketing Creating and Capturing Customer Value Company and Marketing Strategy Partnering to Build Customer Relationships Sustainable Marketing Social Responsibility and Ethics Analyzing the Marketing Environment Managing Marketing Information to Gain Customer Insights Understanding Consumer and Business Buyer Behaviour Segmentation Targeting and Positioning Developing and Managing Products and Services Brand Strategy and Management Pricing Understanding and Capturing Customer Value Marketing Channels Retailing and Wholesaling NEW Communicating Customer Value Advertising and Public Relations Personal Selling and Sales Promotion Direct Online Social Media and Mobile Marketing The Global Marketplace NEW MARKET This text is appropriate for marketing majors in a one semester course in both 4 year and 2 year institutions

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