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Written for undergraduate and MBA courses in business-to-business marketing or industrial marketing, this text explores the process of understanding, creating and delivering value to targeted business markets and customers. It provides an analytical framework for determining value.

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Creating the Strategy is a practical guide that brings together the most important elements of business strategy, B2B marketing theory and sales management. Aimed at those wanting to structure their organizations around the winning and keeping of customers in B2B markets, the book introduces a number of unique and powerful methodologies proven in workshops conducted with clients such as Mercedes-Benz and AXA Insurance. It is structured around the Sales & Business Performance Value Chain, a unique and integrated process that builds awareness and understanding of all factors impacting on sales and business performance, providing an important diagnostic tool. Whether you are working for a large organisation or a small company, Creating the Strategy will help you recognise and implement the key elements responsible for creating outstanding sales and business performance in B2B markets.

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Innovation Management: Strategies, Concepts and Tools for Growth and Profit is a unique book in the rapidly growing discipline of Innovation Management. It seeks to build on the experience from an earlier discipline—Competitive Strategy. It took more than two decades for practitioners to realize that successful strategy is driven by implementation, not by formulation. Similarly, successful innovation—the key to growth and profit—rests on disciplined management and implementation of the

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innovation process from start to finish. This book first answers the key questions: Why innovate? How to innovate? Who innovates? It then provides 10 essential and practical tools to help innovators guide their ideas to marketplace success. Following the publication of the successful first edition, and in response to many readers' positive feedback for its case studies, the second edition contains a large number of new mini case studies about innovative start-ups, businesses, and ideas in the period of 2007–12. Innovation Management shows how companies and individuals can transform creative ideas into powerful, sustainable, change-the-world businesses and emphasizes the crucial role of execution in implementing inspiring ideas.

The modern marketplace is increasingly unpredictable and there is an ever-greater need for non-financial managers to understand the financial and management accounting process. How to Understand Business Finance is part of the bestselling Creating Success series published in association with the Sunday Times, which has been translated into 25 languages with over 500, 000 copies sold. This book is written for those managing a business in a real market. It provides a quick and effective course in financial literacy, aimed at the pursuit of business growth, in the context of the journey of a business from initial set-up through its first year of trading. As well as learning how to understand balance sheets and profit and loss accounts, readers will also learn the principles of: market dynamics; budgeting and forecasting; fixed and variable costs; break-even analysis; the difference between profit and cash; financial ratios for measuring business performance; investment appraisal; stock market ratios; shareholder value; financial measures for improving business performance, and much more. How to Understand Business Finance demystifies financial helps you to understand double entry bookkeeping, supply chain management, the difference in American and British accounting terminology, financial ratios for measuring business

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performance, common acronyms, and the real cash flow implications of working capital.

Strategic Market Management, helps managers identify, implement, prioritize, and adapt market-driven business strategies in dynamic markets. The text provides decision makers with concepts, methods, and procedures by which they can improve the quality of their strategic decision-making. The 11th Edition provides students in strategic marketing, policy, planning, and entrepreneurship courses with the critical knowledge and skills for successful market management, including strategic analysis, innovation, working across business units, and developing sustainable advantages.

Business to business markets are considerably more challenging than consumer markets and as such demand a more specific skillset from marketers. Buyers, with a responsibility to their company and specialist product knowledge, are more demanding than the average consumer. Given that the products themselves may be highly complex, this often requires a sophisticated buyer to understand them. Increasingly, B2B relationships are conducted within a global context. However all textbooks are region-specific despite this growing move towards global business relationships – except this one. This textbook takes a global viewpoint, with the help of an international author team and cases from across the globe. Other unique features of this insightful study include: placement of B2B in a strategic marketing setting; full discussion of strategy in a global setting including hypercompetition; full chapter on ethics and CSR early in the text; and detailed review of global B2B services marketing, trade shows, and market research. This new edition has been fully revised and updated with a full set of brand new case studies and features expanded sections on digital issues, CRM, and social media as well as personal selling. More selective, shorter, and easier to read than other B2B textbooks, this is ideal for introduction



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to B2B and shorter courses. Yet, it is comprehensive enough to cover all the aspects of B2B marketing any marketer needs, be they students or practitioners looking to improve their knowledge.

Marketing as a practice is facing unprecedented challenges: a changing media landscape, an increasingly complex customer journey, innovative technologies, start-ups which disrupt traditional channels and a new generation of tech-savvy clients. How should students and practitioners adapt to this shifting landscape and address the skills gap that many of today's marketers face? Advanced Marketing Management prepares students for this new world of marketing. Since traditional marketing approaches fail to provide convincing solutions to modern business realities, a new approach is urgently needed if marketers are to regain trust within their organizations. Using contemporary examples, business case studies and supporting pedagogy, Advanced Marketing Management will provide a critical exploration into the more advanced aspects of marketing management, including the gap that exists between formal marketing literature and real-world practice, discussion of multidisciplinary tools, and the crucial evolution of the '4Ps'. Summarizing a large body of literature and academic research on new developments, this book is the go-to guide for students, lecturers and practitioners, wanting to succeed as modern marketers. Online resources include lecture slides and further questions for group discussion.

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