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Marketing has changed forever—this is what comes next. Marketing 4.0: Moving from Traditional to Digital is the much-needed handbook for next-generation marketing. Written by the world's leading marketing authorities, this book helps you navigate the increasingly connected world and changing consumer landscape to reach more customers, more effectively.

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Marketing 4.0: Moving from Traditional to Digital ...

Hermawan Kartajaya & Philip Kotler & Den Huan Hooi, 2019. "Marketing 4.0: Moving From Traditional To Digital," World Scientific Book Chapters, in: Asian Competitors Marketing for Competitiveness in the Age of Digital Consumers, chapter 4, pages 99-123, World Scientific Publishing Co. Pte. Ltd.. Handle: RePEc:wsi:wscchap:9789813275478_0004

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Marketing mix (the four P's) should be redefined as the four C's (co-creation, currency, communal activation, and conversation). In the digital economy, co-creation is the new product development strategy. Through co-creation and involving customers early in the ideation stage, companies can improve the success rate of new product development.

Marketing 4.0 in the digital economy: Moving from ...

Moving from Traditional to Digital Philip Kotler, one of the world's top marketing experts, wrote Marketing 4.0 to guide the next generation of professionals on the road to change. Marketing is no longer the same: the internet and the rise of the digital world have changed the relationship of companies with their consumers.

Marketing 4.0 PDF Summary - Philip Kotler | 12min Blog

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Marketing 4.0: Moving from Traditional to Digital: Kotler ...

The concept of Marketing 4.0 ultimately aims to drive customers from awareness to advocacy. In doing so, marketers should leverage three main sources of influence—own, others', and outer influence.

Marketing 4.0 Moving from Traditional to Digital by Philip ...

2010 Philip Kotler Kellogg School of Management Marketing 3.0 product-driven marketing (1.0) customer-centric marketing (2.0) human-centric marketing " " ...

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This book answers the ultimate question in the minds of next-generation marketers: 'In a connected world, what are the new rules of marketing?' With increase...

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Marketing 4.0 : Philip Kotler : 9781119341208

"Marketing 4.0" is a triumph. In my view it needs to be considered as an extension to the disciplines of either/both his 'Principles of Marketing'/'Marketing Management'. Having witnessed a number of failed digital marketing exercises and having read Marketing 4.0 I now feel much more capable of assisting in the development of Digital campaigns.

Marketing has changed forever—this is what comes next Marketing 4.0: Moving from Traditional to Digital is the much-needed handbook for next-generation marketing. Written by the world's leading marketing authorities, this book helps you navigate the increasingly connected world and changing consumer landscape to reach more customers, more effectively. Today's customers have less time and attention to devote to your brand—and they are surrounded by alternatives every step of the way. You need to stand up, get their attention, and deliver the message they want to hear. This book examines the marketplace's shifting power dynamics, the paradoxes wrought by connectivity, and the increasing sub-culture splintering that will shape tomorrow's consumer; this foundation shows why Marketing 4.0 is becoming imperative for productivity, and this book shows you how to apply it to your brand today. Marketing 4.0 takes advantage of the shifting consumer mood to reach more customers and engage them more fully than ever before. Exploit the changes that are tripping up traditional approaches, and make them an integral part of your methodology. This book gives you the world-class insight you need to make it happen. Discover the new rules of marketing Stand out and create WOW moments Build a loyal and vocal customer base Learn who will shape the future of customer choice Every few years brings a "new" marketing movement, but experienced marketers know that this time it's different; it's not just the rules that have changed, it's the customers themselves. Marketing 4.0 provides a solid framework based on a real-world vision of the consumer as they are today, and as they will be tomorrow. Marketing 4.0 gives you the edge you need to reach them more effectively than ever before.

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The Internet, globalization, and hypercompetition are dramatically reshaping markets and changing the way business is done. The problem, says internationally renowned marketer Philip Kotler and his coauthors Dipak C. Jain and Suvit Maesincee, is that marketing has not kept pace with the markets. In today's world, customers are scarce—not products—and classic marketing needs to be deconstructed, redefined, and broadened to reflect this new reality. Marketing Moves describes the next transformational imperative for marketing—and for any organization competing in our customer-ruled, technology-driven marketplace. It calls for a fundamental rethinking of corporate strategy to enable the ongoing creation and delivery of superior value for customers in both the marketplace and the marketplace. And it appoints marketing as the lead driver in shaping and implementing this new strategy. The means for accomplishing this lies in a radically new marketing paradigm the authors call holistic marketing—a dynamic concept derived from the electronic connectivity and interactivity among companies, customers, and collaborators. This new paradigm combines the best of traditional marketing with new digital capabilities to build long-term, mutually satisfying relationships and co-prosperity among all key stakeholders. Outlining a framework for implementing holistic marketing that calls for integrating customer demand management, internal and external resource allocation, and network collaboration—the authors show how holistic marketing can enable companies to: - Identify new value opportunities for renewing their markets - Efficiently create the most promising new value offerings - Deliver products, services, and experiences that more precisely match individual customer requirements - Consistently operate at the highest level of product quality, service, and speed Thought-provoking and practical, Marketing Moves shows how to build a complete marketing platform primed for the challenges and opportunities of a customer-centric world. AUTHORBID: Philip Kotler is the S.C. Johnson Son Distinguished Professor of International Marketing at the Kellogg Graduate School of Management at Northwestern University in Chicago. Dipak C. Jain is Dean of the Kellogg Graduate School of Management. Suvit Maesincee is a Professor of Marketing at the Sasin Graduate Institute of Business Administration at Chulalongkorn University in Bangkok, Thailand.

This book seeks to understand how a one-man consultancy practice can grow to become what is arguably the largest such enterprise in one of the world's largest countries. It follows the incredible story of the start-up MarkPlus and its journey to become what it is today. Through this journey, one will discover the importance of developing innovative and original marketing frameworks and practices, along with the purpose and passion of a start-up's founder. This insightful book covers many well-established marketing concepts and practices and sheds light on the path that many entrepreneurs must take in establishing their own businesses.

Rediscover the fundamentals of marketing from the best in the business In Marketing 5.0, the celebrated promoter of the "Four P's of Marketing," Philip Kotler, explains how marketers can use technology to address customers' needs and make a difference in the world. In a new age when marketers are struggling with the digital transformation of business and the changing behavior of customers, this book provides marketers with a way to integrate technological and business model evolution with the dramatic shifts in consumer behavior that have happened in the last decade. Following the pattern presented in his bestselling Marketing X.0 series, Philip Kotler covers the crucial topics necessary to understand modern marketing, including: - Artificial Intelligence for marketing automation - Agile marketing - "Segments of one" marketing - Contextual technology - Facial recognition and voice tech for marketing - The future of Customer Experience (CX) - Transmedia storytelling - The "Whatever-Whenever-Wherever" service delivery - "Everything-As-A-Service" business model - Internet of Things and blockchain for marketing - Virtual and augmented reality marketing - Corporate activism Perfect for traditional and digital marketers, as well as students and teachers of marketing and business, Marketing 5.0 reinvigorates the field of marketing with actionable recommendations and unique insights.

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You are probably interested in this book because you are a creative entrepreneur and want advice on how to market yourself, your business and your product or service. If so, you are in the right place! The book has two goals: The first is to give business owners an overview of their digital marketing possibilities. We will help you decide where you can best spend your marketing efforts. The second is to make sure you walk away with two or three excellent ideas you can put into action the next day. We discuss many different digital marketing tools, from email and social media to online forums and SEO. We'll help you decide which tool has the best possibilities for your business. Every chapter ends with a worksheet where you will be guided through a brainstorming session on how to apply a digital marketing tool to your business. Ready to connect with your customers and grow your business? Good - let's get started!

Publishers Weekly says "Ramnarayan provides a detailed, contemporary primer that illuminates the promise and peril of the brave new world of social media. Ramnarayan herself acknowledges that social media is no panacea—her crisp presentation, with chapter summaries to highlight the main pointers, confirms that companies that choose not to listen to customers stand to lose ground to competitors who do." WHAT OTHERS ARE SAYING ABOUT THE BOOK "Sujata Ramnarayan's excellent book does several things that I have not seen in other treatments of this subject. She takes a reasoned perspective on a topic that is often full of hyperbole. The book is filled with advice for the marketer that is both practical and strategic. It helps the marketer to leverage social media where it can best impact business performance. I highly recommend the book." - Gordon Wyner, Editor-In-Chief, Marketing Management "This practical guide to social media marketing cuts through the noise with clear advice on how to turn strategy into practice. With the help of effective charts and analysis, the reader can gain real insight into social media's influence in corporate marketing. By showing how building quality content in social media is no longer an option for corporations, this is also a lesson in building a brand by listening to your customers." -Rajesh Subramaniam, SVP, Global Marketing and Customer Experience, FedEx Services "Owned social media presence is critical to generating earned media, which is where the growing value and rewards come in for social media marketing. This important book will help you to understand these concepts and reality to better evaluate, plan, and execute your social media marketing efforts." - Devin Redmond, CEO and Co-Founder, Social10 Networks "Are you overwhelmed by the changing digital landscape? If so, Sujata's book is a must read with actionable insights, tips on digital sharing, and more." -Porter Gale, Former VP of Marketing at Virgin America and author of "Your Network is Your Net Worth" ABOUT THE BOOK Like most marketers, you are drowning in social media noise and chaos. Businesses have simply jumped in without tying social media outcomes to any business objectives. The purpose of this book is to help you: - See how social media fits into your overall marketing strategy - Understand how best to develop social media with allocation among different tools - Figure out the extent to which social media is relevant to your business or department, and how best to implement it given an increasingly digital world of sharing and an empowered customer voice Whether you are a senior manager experienced in social media marketing or a novice, this book will help clarify how social media fits into your overall marketing strategy, how much you should be allocating given the return on investment, and at what time frame you should be looking, depending on the specific metrics adopted. This book will help you focus more and understand all the different elements to which you need to be paying attention. If you are a novice, the glossary and additional resources sections at the end of the book should be helpful.

In this book you will explore the "3 ways to grow any business." They are: 1) Increase the number of clients you presently have 2) Increase the number of times a client visits your business/website 3) Increase the amount of money your client spends during each visit That's how I came up with the Title: More Clients... More Often... More Money From those "3 ways," I have come up with 70 strategies for you to consider implementing into your business. Each strategy has a definition of what it is, an example of how someone has used it, a few suggestions on how you could implement it into your business and an "ideas" page for you to take notes. I guarantee there is something in here for you to make a bunch of money and grow your business.

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