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Marketing Case Studies in Emerging Markets Dilip S. Mutum, Soo Yeong Ewe, Ezlika M. Ghazali, Racheal Louis Vincent, 2024-04-01 There is an increasing interest in emerging markets because of the higher economic growth rates compared to developed economies. However, these markets have a diverse consumer base with unique needs and preferences. As a result, companies in these markets face different challenges and opportunities. Unfortunately, there is a lack of marketing cases from these markets. This book presents actual real-world marketing cases in these markets, offering an in-depth look at some of the issues faced by companies in different industries. It is hoped that the cases would serve as valuable reference material for academics, students, professionals in marketing, business strategy, and other related fields, as well as policymakers to better understand the challenges of these markets and develop strategies to succeed in them. Case Studies in Management: The Indian Context Amit Agarwal, Mihir Joshi, Nabila Ansari, Shagun Tyagi, Vivek, 2018-12-21 The goal of this book is to grab readers' attention on how case method help to do problem solving and diagnostic skills for business student individual and society. If students are encouraged to use their own initiative through groundwork assignments and class discussion, they are better placed to transfer decision making and problem solving skills into the workplace. Gradually, the primary objective of this book is to help the reader put theory into practice. This book is segmented in 5 sections covering all important concepts related to management and commerce. Cases are ideally suited to business studies, finance, accounting, marketing, economic bureaucracy in banks, banking, and operation management course, which offer practical computing skills as an integral part of the course syllabus. Managing critical scenarios in business is the real challenge that classrooms cannot go in depth with. However, understanding administrative challenges in a virtual environment gives an edge to the reciprocator in reality. Right from the CEO to the manager, everyone is focused on dealing with situations that involve risks or taking risks to convert them into opportunities. It is therefore necessary to understand how different real-life situations can arise and what possible decision could be to handle them. Sometimes there are no alternatives in front of a manager, so he/she looks toward the team mates and out of the many choices he/she makes one. The one decision that changes the whole direction of the task. Hence, this book as a beginning step to the budding managers or entrepreneurs belonging to business families or seek to move ahead in business or transform presents several cases that provide a wide developmental array to the business education. The content of the book is in eloquent manner and attempt has been made to maintain easy understanding of the caselets. **International Marketing** Carl Arthur Solberg, 2017-12-06 Expanding an organisation internationally presents both opportunities and challenges as marketing departments seek to understand different buying behaviours, power relations, preferences, loyalties, and norms. International Marketing offers a uniquely adaptable strategy framework for firms of all sizes that are looking to internationalise their business using Carl Arthur Solberg's tried and tested Nine Strategic Windows model. Compact and readable, this practical text offers the reader insights into The globalisation phenomenon, Partner relations, And

Strategic positioning in international markets Solberg has also created a brand new companion website for the text replete with additional materials and instructor resources This functional study complete with case studies that demonstrate how the theory translates to practice is an ideal introduction to international marketing for advanced undergraduates and postgraduates in business and management It also offers a pragmatic toolkit for managers and marketers that are seeking to expand their business into new territories

A Case Analysis - Exploring Customer Attitudes on BMW Marion Maguire, geb. Weiler, 2006-02-09 Inhaltsangabe Abstract Giving the powerful means of branding and brand based differentiation for creating and sustaining a competitive advantage especially in highly competitive markets such as the automobile market this study explores brand attitudes of existing and potential customers towards the brand BMW Moreover this study analyzes the level and source of customer satisfaction as well as the level and source of customer loyalty of existing and potential customers While this study considers five different factors for the degree of customer satisfaction there is only one factor considered for the degree of brand loyalty The factors considered for customer satisfaction are perceived customer service perceived quality perceived innovation perceived technology and perceived price while the factor considered for brand loyalty is customer satisfaction itself The analysis of brand loyalty distinguishes between repurchase loyalty and attitudinal loyalty former being analyzed for existing customers and latter being analyzed for potential customers The results indicate that 1 BMW has a high level of awareness both in recognition and recall 2 the image of BMW is favorable strong and relevant and 3 BMW is mainly associated with performance and style by existing customers and status by potential customers Despite these overall positive results weaknesses were identified that contain opportunities for BMW The regression analysis indicated that there is a strong positive correlation between customer satisfaction and perceived customer service and perceived innovation for existing customers and a strong positive correlation between customer satisfaction and perceived customer service perceived innovation and perceived price for potential customers Furthermore the regression analyses indicated that there is a strong positive correlation between customer satisfaction and brand loyalty both in form of repurchase as well as attitudinal loyalty Branding has been around for centuries as a means to distinguish the goods of one producer from those of another More and more companies have come to the realization that one of their most valuable assets is the brand name associated with their products Highly competitive markets like the automotive market make powerful brands essential to accomplishing growth By using the underlying concept of brand equity this paper investigates in which areas brand equity has been created for the

Strategic International Marketing Carl Arthur Solberg, Håvard Huse, 2024-06-03 Strategic International Marketing 2e offers a uniquely adaptable strategy framework for firms of all sizes that are looking to internationalise their business using Carl Arthur Solberg's tried and tested Nine Strategic Windows model Compact and readable this practical text offers the reader insights into the globalisation phenomenon partner relations and strategic positioning in international markets This 2nd edition has been fully updated to include coverage of the complex

international business environment consider how technological development has shaped buyer behaviour channels of distribution and payments systems globally and the impact of digitalisation on the global economy more broadly New international case studies and examples are included throughout to demonstrate how the theory translated into practice This text is strategic and applied and an ideal introduction to international marketing for advanced undergraduates and postgraduates in Business and Management as well as those studying for MBAs and executive qualifications It also offers a pragmatic toolkit for managers and marketers that are seeking to expand their business into new territories Supplementary online resources are available to aid instructors

German Brief ,1999 *Journal of Marketing* ,1991 **A critical evaluation of Michael Porter's five forces framework. Case study of the Vietnamese textile industry** Johannes Walder,2013-04-10 Research Paper undergraduate from the year 2012 in the subject Business economics Economic and Social History grade 72% University of Greenwich Business course International Business Environment language English abstract In times of globalisation strategic decisions like diversification and international expansion become more and more important As the economic world is developing into an increasingly intertwined network managers need strategic tools to facilitate their decisions One of these models is the Five Forces model of Michael Porter He developed this approach in 1980 in his book *Competitive Strategy Techniques for analysing industries and competitors* He claims that any industry has five basic forces that shape the internal competition This essay will analyse the underlying theories of the model and the its structure itself and apply it to a case study The case study portraits the Vietnamese textile industry and their association with the government By analysing the case study this paper will show the models insufficiencies and how it can be improved

Management Tim Hannagan,Roger Bennett,2005 By combining a friendly style with authoritative content and a wide range of practical examples this book has proved an ideal key text for a wide variety of undergraduate courses Stuart Wall Anglia Polytechnic UniversityDr Tim Hannagan has worked in sales and general management for companies in the UK and abroad He has worked in both the public and private sectors and in further and higher education including more than ten years as principal and chief executive of a further education corporation www.pearsoned.co.uk

The Sponsorship Seeker's Toolkit, Fourth Edition Kim Skildum-Reid,Anne-Marie Grey,2014-04-18 THE BIBLE OF SPONSORSHIP UPDATED WITH NEW SOCIAL MEDIA AND OTHER DIGITAL STRATEGIES The Sponsorship Seeker s Toolkit fourth edition makes cutting edge best practice sponsorshipnot only achievable but sensible and straightforward Corporate sponsorship experts Kim Skildum Reid and Anne Marie Grey have updated their classic guide to put youmiles ahead of the competition New material includes the integration of social media into existing strategies developing leverage ideas for proposals more case studies than ever and important trends in the world of corporate sponsorship PRAISE FOR THE SPONSORSHIP SEEKER S TOOLKIT This book leads you step by step through the choices you have to make throughout the process from gathering internal support to renewal I have never read a better how to book on seeking sponsors AD MAATJENS Founder

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Global Marketing Management Masaaki (Mike) Kotabe,Kristiaan Helsen,1998-01-23 Emphasising the multilateral global nature of marketing this book aims to provide the marketer with a better understanding of how the various functional areas interface with marketing *Global Marketing Management Update* Masaaki (Mike) Kotabe,Kristiaan Helsen,1998 For further information on this book visit the website at www.wiley.com/college/kotabe

Business Week ,2006 **Marketing in the 21st Century: New world marketing** Bruce David Keillor,2007 A comprehensive overview of current trends issues ideas and practices that are changing the dynamics of marketing featuring contributions from a global network of leading academics and practitioners **Strategic Marketing** Douglas C. West,John Battice Ford,Essam Ibrahim,2006 This text discusses how companies create competitive advantage through strategic marketing Using established frameworks and concepts it examines aspects of marketing strategy and thinking It provides examples to facilitate the understanding of theoretical concepts *Marketing Management* Frank Bradley,1995 A comprehensive examination of all aspects of the management of marketing this is a mainstream text based on the premise that marketing is a universal management function with strong strategic elements which are operationalized in different ways in different parts of the world Conceptual material reflects up to date perspectives on academic and company research The applied material seeks to demonstrate the universality of marketing management by drawing on illustrations from a wide range of geographic and industry settings *Business Horizons* ,2000 *Harvard Business School ... Catalog of Teaching Materials* ,1998

Europe and the Multinationals Stephen Young,James Hamill,1992 This timely book focuses on the challenges and problems facing multinational enterprises in Europe in the 1990s It is largely empirical and policy orientated with conclusions which are relevant to European business national governments and the European Community Europe and the Multinationals focuses on a number of key industries including food processing computers machine tools automobiles consumer electronics and financial services An underlying theme is the Japanese factor with new material on the challenge from Korea and Taiwan It also presents fresh perspectives on market entry and expansion modes and organisation and human resource management The hard hitting conclusions highlight the serious dangers of protectionism and the potential from new developments in multinational subsidiary organization and strategy **Admap** ,2007

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