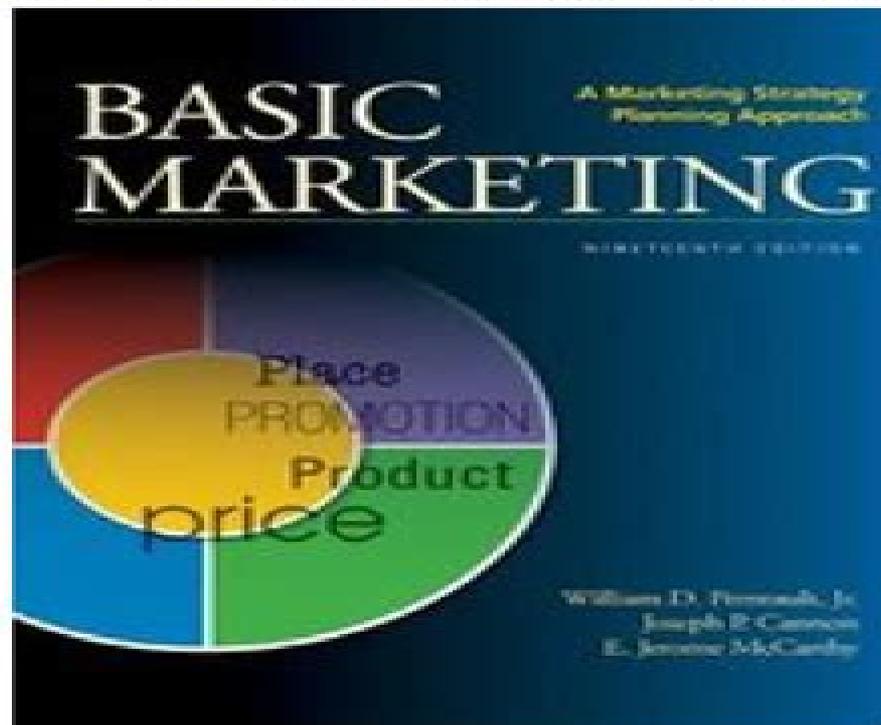


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Basic Marketing William D. Perreault (Jr.), 1999. **Basic Marketing** E. Jerome MacCarthy, William D. Perreault, 2001-01-30. This work offers a thorough integration of the latest marketing themes, topics, and examples to focus on management decision making in marketing and provide integrated coverage of special topics such as technology, ethics, international perspectives, relationship marketing, and services. This book develops and presents the Four Ps framework when describing the components of the marketing mix: product, price, place, promotion. Features include integrated coverage of how developments in e-commerce are impacting marketing thinking and marketing action, as well as a comprehensive discussion of marketing lessons learned from both the successes and failures of companies, including the dot-coms in the new economy, coverage of the important new perspectives that evolve from customer relationship management, CRM strategies and tools, and how they relate to concepts such as customer equity, customer acquisition, and retention costs, and updated Internet exercises that are integrated throughout the text, along with links to companies referenced in the book.

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Marketing Update, 1991/92 Robert F. Hoel,1991 **Computer-aided Problems to Accompany Basic Marketing, Tenth Edition** Edmund Jerome McCarthy,William D. Perreault,1990 Marketing Tourism and Hospitality Richard George,2025-04-09 This second edition of this comprehensive textbook explores the fundamental principles of marketing applied to tourism and hospitality businesses placing special emphasis on SMEs in the international tourism industry It includes examples from a wide range of destinations from emerging markets to high income countries Taking a comprehensive approach the book covers the whole spectrum of tourism and hospitality marketing including destination marketing marketing research consumer behaviour responsible tourism marketing and digital and social media marketing Practical in focus it gives students the tools techniques and underlying theory required to design and implement successful tourism marketing plans Written in an accessible and user friendly style this entire industry textbook includes case studies drawing on the author s experience and real life examples Revised and expanded throughout it covers Advances in AI robotics and automation Digital marketing electronic customer relationship management eCRM and uses of user generated content UGC New and updated content and discussion questions for self study and to use in class A new chapter on responsible tourism marketing and sustainable approaches to marketing Consumer behaviour in tourism and the effects of climate change and changes in consumer attitudes New trends in tourism and hospitality marketing New in depth real life case studies and industry insights throughout the book Along with key concepts and theory definitions key summaries and discussion questions accompanying online flashcards and PowerPoint slides for lecturers this textbook is ideal for undergraduate and postgraduate students looking for a comprehensive text with a practical orientation

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