

MARKETING MANAGEMENT

2nd Edition

JOHANNE BRUNET | FRANÇOIS COLBERT | SANDRA LAPORTE
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In collaboration with Jean-Luc Gaba

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Direct Marketing Management 2nd Edition

Mary Lou Roberts, Paul D. Berger



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Berger, 1999-03-01 **Direct Marketing Management** Mary Lou Roberts, Paul D. Berger, 1989-01-01 *Direct Marketing Management* Mary Lou Roberts, Paul D. Berger, 1999 This revised text includes coverage of electronic commerce database marketing and research into direct and on line marketing **International Direct Marketing** Manfred Krafft, Jürgen

Hesse, Jürgen Höfling, Kay Peters, Diane Rinas, 2007-10-14 Direct marketing is a fast growing and dominant domestic marketing instrument in many countries Direct marketing follows the path of the rapid advances of globalization international direct marketing IDM is already a multi billion dollar business and an attractive instrument for foreign market entry and international customer communication This book is the first to focus exclusively on IDM combining state of the art knowledge best practice and unique data The first part is a comprehensive well structured review covering relevant sources ranging from academic journals to practitioner magazines The second part consists of best practice examples of various aspects of IDM The third part contains a summary of a proprietary consumer study on direct marketing attitudes and affinities across 24 countries in North America Europe and Asia The book provides the reader with a comprehensive and easy to understand guide to international direct marketing **Direct Marketing in Action** Andrew R. Thomas, Dale M.

Lewison, William J. Hauser, Linda M. Orr, 2006-11-30 In a marketplace increasingly defined by customer categories with high expectations for service quality and responsiveness companies are discovering that traditional mass marketing approaches are giving way to more targeted approaches that communicate directly with their customers But to many consumers direct marketing has a bad reputation associated with intrusive door to door salesmen dinnertime phone solicitations junk mail and most recently e mail spam In *Direct Marketing in Action* a team of experts in the field dispels common myths and misconceptions about direct marketing and showcases the most current practices principles and techniques The authors cover the full range of issues that must be considered in developing an effective direct marketing strategy including competitive analysis information and data management media and channel selection building brand loyalty and measuring the results of campaigns Bridging the gap between research and practice clearly defining terms and concepts and featuring numerous examples *Direct Marketing in Action* will serve as an essential handbook for marketers and a comprehensive overview for students teachers and researchers From the dentist who sends check up reminders to his patients to the hotel chain that customizes room amenities based on their guests profiles direct marketing is infused with the idea that the best allocation of our marketing dollar is one that focuses on and communicates with our particular micro market and reinforces the distinctive benefits that we provide to those customers In *Direct Marketing in Action* the authors cover the full range of

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Direct Marketing William J. McDonald (Ph. D.),1998 This text and disk aim to provide comprehensive coverage of direct marketing practice and techniques exploring marketing strategy and marketing management Ten case studies are included

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