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contents include marketing dynamics the european marketing environment buyer behaviour segmenting markets marketing information and research and marketing management planning and control

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this text is suitable for postgraduate students studying marketing as part of or as their degree it covers all the basic marketing principles in preparation for more advanced analysis of managerial concepts and case studies

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down version loses little of its value whilst offering a portable and quick introduction to the most important areas of marketing cathy bakewell senior lecturer the marketing group manchester metropolitan university business school the daring duo have done it again this is the text by which all others are benchmarked concepts of marketing in a concise and digestible format for short course provision it s the instant coffee for real coffee lovers the appeal of this text is the use of stimulating and up to date examples and illustrations these really help students of marketing to gain insight to context and application jonathan h deacon head of marketing and entrepreneurship subject group school of business and management university of wales college dr frances brassington is a senior lecturer in retail management and marketing at oxford brookes university dr stephen pettitt is deputy vice chancellor of the university of luton

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