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Proceedings of the 4th International Conference on Research in Management and Technovation Thi Hong Nga Nguyen, Darrell Norman Burrell, Vijender Kumar Solanki, Ngoc Anh Mai, 2024-04-22 This book brings together selected papers from the Fourth International Conference on Research in Management and Technovation held in Hanoi Vietnam in 2023 with a focus on defining action based plans around innovation and technology as tools for societal and organizational advancement Today's business and technology intersections are obvious Cloud sharing scheduling and virtual conference rooms are some of the few examples Cutting edge academic researchers use business and technology every day to navigate volatility uncertainty complexity and ambiguity VUCA in the environment make good judgments stay ahead of the competition better their marketing tactics and create new business initiatives The research highlighted in this book aims to demonstrate how technology empowers managers strategists and researchers to make decisions that are data driven and effective **Shoppernomics** Roddy Mullin, Colin Harper, 2016-04-01 The journey to purchase for the family shop or the B2B buyer is impacted by media advice packaging and trial The sales and marketing challenge is what to say and where to say it Shoppernomics based on research and case studies from US and UK examines the path taken by the potential buyer The authors describe the key drivers and barriers on the journey to purchase They identify the need to get key messages key partners and key media all working together and a framework for success The authors challenge the budget split between sales and marketing as possibly the largest barrier to successful shopper marketing and identify core stores and the areas they serve as being equally important targets for investment Shoppernomics provides the manual for achieving successful companies serving happy and loyal customers as the ultimate goal for manufacturers retailers and brands It reminds marketers that it is what customers take from their product or service that is important not what they think they are delivering It reminds sales people that nothing is more important than matching supply and demand in the eyes of the customer regardless of who actually makes the ultimate sale Shoppernomics is designed to deliver fast results for companies

prepared to recognise that they are not perfect and go the extra mile to find out why Shoppernomics Mr Colin Harper, Mr Roddy Mullin, 2014-09-28 The journey to purchase for the family shop or the B2B buyer is impacted by media advice packaging and trial The sales and marketing challenge is what to say and where to say it Shoppernomics based on research and case studies from US and UK examines the path taken by the potential buyer The authors describe the key drivers and barriers on the journey to purchase They identify the need to get key messages key partners and key media all working together and a framework for success The authors challenge the budget split between sales and marketing as possibly the largest barrier to successful shopper marketing and identify core stores and the areas they serve as being equally important targets for investment Shoppernomics provides the manual for achieving successful companies serving happy and loyal customers as the ultimate goal for manufacturers retailers and brands It reminds marketers that it is what customers take from their product or service that is important not what they think they are delivering It reminds sales people that nothing is more important than matching supply and demand in the eyes of the customer regardless of who actually makes the ultimate sale Shoppernomics is designed to deliver fast results for companies prepared to recognise that they are not perfect and go the extra mile to find out why

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