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Emmanuel Mogaji



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Introduction to Marketing Johan Botha, Cornelius Bothma, Annekie Brink, 2005-09 With a full explanation on the basic principles of marketing this guidebook helps readers answer such questions as What is marketing What is a marketing forecast and What is the best way to conduct market research Written by professionals for students and entrepreneurs this text also features international case studies numerous up to date examples of the latest developments and trends in marketing and tried and tested information that helps students learn

Sports Marketing Michael J. Fetchko, Donald P. Roy, Vassilis Dalakas, 2024-01-31 Highly practical and engaging Sports Marketing equips students with the skills techniques and tools they need to be successful marketers in any sporting environment The book blends relevant marketing theory focusing on industry specific terminology and practices with practitioner insights into current issues and future directions in the sports industry This anticipated third edition has been fully updated to incorporate a broad range of global and diverse perspectives from industry experts and international case studies throughout Contemporary topics within the sports industry have been expanded upon including esports social responsibility sustainability digital and social media and personal branding Popular You Make the Call cases insider and early career insights and review questions stimulate lively classroom discussion while chapter summaries and terms support further support learning Overall this exciting text will Increase students depth of knowledge about sports marketing Challenge students to apply concepts to real world situations Profile best practices of organizations and individuals within the sports industry as they relate to the book s content Equip students to position themselves to compete for entry level positions in sports business Provide faculty with a concise but thorough text that meets their needs Sports Marketing remains a core textbook for undergraduate and postgraduate students of sports marketing and management providing a firm grasp of the ins and outs of working in sports Additional online resources include PowerPoint slides for each chapter a test bank of questions and an instructor s manual

Modern Marketing Dr. H B Siddaraju, Latha G & Mrs. Lavanya N Gowda , 2025-08-30 Marketing is a dynamic business function that involves identifying anticipating and satisfying customer needs profitably It plays a crucial role in connecting producers with consumers ensuring that goods and services reach the right audience at the right time and place At its core marketing is not just about selling products but about creating value and building lasting relationships with customers The process of marketing involves a series of activities such as market research product development pricing promotion and distribution Through these activities businesses understand consumer behavior and tailor their offerings to meet market demands This customer centric approach helps companies gain a competitive edge and increase customer loyalty Modern marketing goes beyond traditional boundaries incorporating digital tools and platforms such as social media e commerce and

data analytics This shift has made marketing more interactive and personalized enabling brands to engage with customers in real time In today s globalized economy marketing also helps companies expand into new markets and build a strong brand presence

New Directions in LSP Teaching Jan Engberg,2007 The first part of this book deals with specialized knowledge and its impact on LSP teaching the second analyses the relation between teaching language for specific purposes and the processes of understanding the third is dedicated to curriculum design

Study Guide for Use with Marketing, Tenth Edition David Nowell, Montrose S. Sommers,2003

Introduction to Electronic Commerce and Social Commerce Efraim Turban, Judy Whiteside, David King, Jon Outland,2017-04-23 This is a complete update of the best selling undergraduate textbook on Electronic Commerce EC New to this 4th Edition is the addition of material on Social Commerce two chapters a new tutorial on the major EC support technologies including cloud computing RFID and EDI ten new learning outcomes and video exercises added to most chapters Wherever appropriate material on Social Commerce has been added to existing chapters Supplementary material includes an Instructor s Manual Test Bank questions for each chapter Powerpoint Lecture Notes and a Companion Website that includes EC support technologies as well as online files The book is organized into 12 chapters grouped into 6 parts Part 1 is an Introduction to E Commerce and E Marketplaces Part 2 focuses on EC Applications while Part 3 looks at Emerging EC Platforms with two new chapters on Social Commerce and Enterprise Social Networks Part 4 examines EC Support Services and Part 5 looks at E Commerce Strategy and Implementation Part 6 is a collection of online tutorials on Launching Online Businesses and EC Projects with tutorials focusing on e CRM EC Technology Business Intelligence including Data Text and Web Mining E Collaboration and Competition in Cyberspace the following tutorials are not related to any specific chapter they cover the essentials ec technologies and provide a guide relevant resources p

An Introduction to the Marketing of Farm Products Alva Hartley Benton,1926

Introduction to Advertising Emmanuel Mogaji,2021-05-30 This book is an introductory roadmap to the advertising process Advertising is explored as a creative communication message from a brand created by advertising agencies and distributed across different media to target the right consumers The book provides an understanding of the benefits of advertising its role in the economy and even more so acknowledges that advertisements are not only about selling but also about effectively communicating a message The creative and conceptual approach towards the communication process is discussed and insight is presented into the dynamics within the industry and the different stakeholders involved while recognising how different creative elements in advertisements are consciously selected to make them appealing Finally it considers how to analyse and measure an advert s effectiveness and looks ahead to future ideas and technologies arising in advertising Effectively combining theory with practical insight each chapter begins with learning objectives and ends with key learnings International case studies feature throughout including insights from British Gas WPP Audi and KFC as well as other examples from smaller organisations and the non profit sector Taking students step by step through the advertising process

it is important reading for undergraduate and postgraduate students studying Advertising Brand Management Marketing Communications and Media Planning *The Publishers' Trade List Annual* ,1984 **Marketing** Gary Armstrong,2003-03

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