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Camilla Rothe



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MKTG, 5th Edition Charles W. Lamb, Joe F. Hair, Carl McDaniel, Marc Boivin, David Gaudet, Kim Snow, 2021-01-04

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Entrepreneurship Marketing Sonny

Nwankwo, Ayantunji Gbadamosi, 2020-02-26 Small and medium sized enterprises SMEs dominate the market in terms of sheer number of organisations yet scholarly resource materials to assist in honing skills and competencies have not kept pace. This well renowned textbook guides students through the complexities of entrepreneurship from the unique perspective of marketing in SME contexts providing a clear grounding in the principles practices strategies challenges and opportunities faced by businesses today. SMEs now need to step up to the terrain of mobile marketing and consumer generated marketing and utilise social media marketing tools. Similarly the activities of various stakeholders in SME businesses like start up accelerators business incubators and crowdfunding have now gained more prominence in SME activities. This second edition advances grounds covered in the earlier edition and has been fully updated to reflect this new dynamic business landscape. Updates include A consideration of social media imperatives on SME marketing Discussion of forms of capital formation and deployment for marketing effectiveness including crowdfunding Updated international case studies drawn from diverse backgrounds Hands on practical explorations based on real life tasks to encourage deeper understanding. This book is perfect for students studying SMEs Marketing and Enterprise at both advanced undergraduate and postgraduate levels as well as professionals looking to obtain the required knowledge to operate their businesses in this increasingly complex and turbulent marketing environment.

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