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Marketing Higher Education Paul Sergius Koku,2022-07-15 This book provides a comprehensive and accessible guide to marketing Higher Education institutions discussing how universities are service providers and how education is a service both of which need to be defined and marketed together Unlike the current offering available on the subject this book provides a uniquely applied approach linking the theory of marketing practice to the Higher Education sector through real life case studies and examples Each topic is covered in depth including marketing segmentation pricing location brand management internationalization and expansion Overarchingly the book considers how to develop and promote the university as a product and as a brand Two case studies from real life universities in a broad range of locations are provided at the end of each chapter alongside questions to aid understanding and application Holistic and practical Marketing Higher Education is an ideal guide for academics and students studying services marketing Higher Education management and leadership and marketing in the public sector It will also be an invaluable resource for professionals working in Higher Education

administration looking to develop their skills and understanding of marketing and brand building **Study Guide: Sg Marketing** Kerin,2002-06 *Handbook of Survey Methodology for the Social Sciences* Lior Gideon,2012-06-21 Surveys enjoy great ubiquity among data collection methods in social research they are flexible in questioning techniques in the amount of questions asked in the topics covered and in the various ways of interactions with respondents Surveys are also the preferred method by many researchers in the social sciences due to their ability to provide quick profiles and results Because they are so commonly used and fairly easy to administer surveys are often thought to be easily thrown together But designing an effective survey that yields reliable and valid results takes more than merely asking questions and waiting for the answers to arrive Geared to the non statistician the Handbook of Survey Methodology in Social Sciences addresses issues throughout all phases of survey design and implementation Chapters examine the major survey methods of data collection providing expert guidelines for asking targeted questions improving accuracy and quality of responses while reducing sampling and non sampling bias Relying on the Total Survey Error theory various issues of both sampling and non sampling sources of error are explored and discussed By covering all aspects of the topic the Handbook is suited to readers taking their first steps in survey methodology as well as to those already involved in survey design and execution and to those currently in training Featured in the Handbook The Total Survey Error sampling and non sampling errors Survey sampling techniques The art of question phrasing Techniques for increasing response rates A question of ethics what is allowed in survey research Survey design face to face phone mail e mail online computer assisted Dealing with sensitive issues in surveys Demographics of respondents implications for future survey research Dealing with nonresponse and nonresponse

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