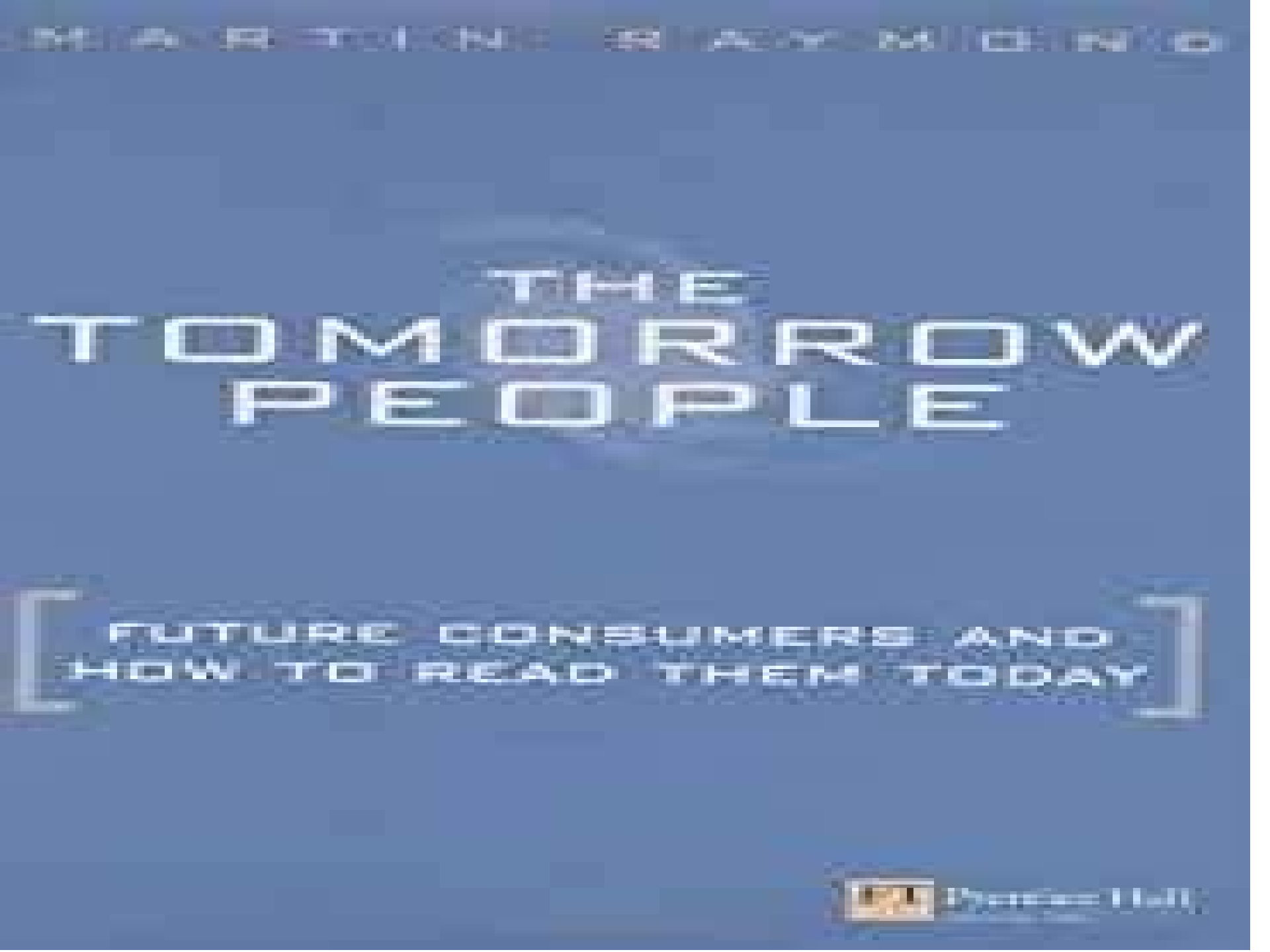




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**Debra Johnston Cob, Debra Johnston
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very wealthy or lucky few with a generous corporate sponsor So what happens if you want to get a hit of high quality business inspiration without spending two years back at school The 80 Minute MBA is the gateway to fresh thinking in less time than it takes a standard meeting to get past coffee and donuts The MBA in a box book is old hat Managers need the encouragement to think differently not in the same straight lines The 80 Minute MBA is an injection of inspiration creative thinking and dynamic approaches which will help you see the world of business differently Stimulating new material brings this edition right up to date with critical business thinking Including a new chapter on the platform economy and fresh technology and social media examples this book will energize and inspire you in equal measure **What is a 21st Century**

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International Marketing Management Mario Glowik, Slawomir Smyczek, 2012-09-18 In recent decades against the background of integrated global trade patterns the complexity of international marketing and management has increased enormously Accordingly the momentum of business opportunities and challenges has accelerated and a firm has to continuously evaluate its market environment in order to make adjustments that reflect the firm s individual strengths and weaknesses This book takes as its perspective that the customer undoubtedly is positioned in the center of the firm s overall management activities True understanding of the customer requires efficient marketing research about the firm s international business environment As discussed in the first chapters of the book the firm s business success depends in part on its ethical standards thus awareness of its environmental and social responsibility is required The following chapters concentrate on various aspects of culturally biased customer behavior and how the firm ensures sensitivity when planning and selecting its marketing strategies The most efficient techniques of international market segmentation targeting and strategic competitive positioning are introduced Furthermore concepts of consumer loyalty programs and their

implementation in diversified international markets are presented An important part is dedicated to describing suitable mixes of marketing policies for firms operating in culturally heterogeneous international markets Finally forecasting changes in consumer behavior as a tool of planning international marketing activities is taken into consideration Marketing control mechanisms that seek to increase efficiency of selected marketing activities further contribute to the valuable insights of this publication Overall the authors intention is to combine the newest theoretical concepts with pragmatic decisions made by firms The book is particularly suitable for undergraduate and graduate students taking courses in international marketing strategic and cultural management Executives and practitioners involved in business can take fundamental and updated knowledge from this publication which hopefully will improve their competitive positions against their rivals in the global arena

Colour Forecasting for Fashion Debra Johnston Cobb, Debra Johnston Cobb, Kate Scully, 2012-02-12 Colour is a powerful selling tool It is the first thing to catch the consumer's eye in the shop window Get the colour choice wrong and an entire range can stay on the racks So how do colours arrive on the catwalk or the sales floor and why do different companies all seem to choose similar colours each season The answer lies in the work of the huge colour forecasting industry With case studies that show the industry at work this book breaks down the forecasting process from how to put together a colour palette to colour theory and the way that colours behave and helps you to build the combination of research and intuitive skills that a successful designer or forecaster needs

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