

Foreword by Victor J. Meneses, Chairman and CEO, Citibank N.A.



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From the Foreword

"If multinational firms and their suppliers are to achieve and sustain success in Latin America, they will need to develop and implement sound strategies. *Winning Strategies for the New Latin Markets* contributes to this goal."

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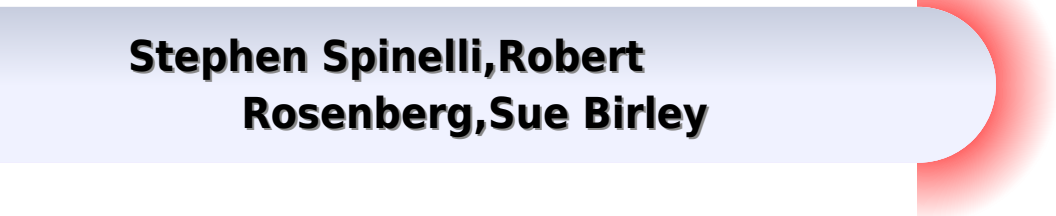
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Winning Strategies For The New Latin Markets

**Stephen Spinelli, Robert
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Marketing in the Emerging Markets of Latin America M. Marinov, 2005-10-31 *Marketing in the Emerging Markets of Latin America* provides a much needed analysis of business and marketing in Latin America The book highlights the diverse characteristics of the Latin American business and marketing environment and the dynamic nature of regional and country markets Addressing a broad variety of historical political economic social cultural and legal issues the book offers unique insights into the enormous opportunities and challenges the region presents for implementing effective marketing strategies The book is an extremely valuable resource for academics practitioners and anyone interested in doing business in or with Latin America

It's Your Move Cyndi

Maxey, Jill Bremer, 2004 From the coauthor of *Training from the Heart* comes a motivational book on living one's best life at home or at work

Fame & Fortune Charles J. Fombrun, C. B. M. van Riel, 2004 Companies with strong reputations are better able to attract customers investors and quality employees and to survive crises that would destroy weaker firms *Fame and Fortune* shows how to quantitatively measure your company's reputation estimate its business value and systematically enhance it over both the short and long term First you'll learn how to benchmark your firm's reputation against key rivals in six key areas ranging from product quality to emotional appeal Next you'll discover that the winners of global reputation surveys get to the top by following a set of core principles through which they build visibility distinctiveness consistency authenticity and transparency Then starting from where you are now you'll learn how to implement genuine corporate initiatives that strengthen two-way dialogue with all your stakeholders and build the reputational capital you will need to succeed and thrive Why reputations matter the proof in cold hard cash Quantifying the unquantifiable the value of your corporate image The reputation audit discovering where you stand Six key measures of your corporate reputation Using the Reputation Value Cycle to your advantage Creating a virtuous circle in which reputation enhances business corporate value Making it real the elements of trustworthiness Building and communicating authenticity consistency and transparency Standing apart from the crowd Improving your visibility and your distinctiveness How FedEx did it lessons for your organization Reputational best practices from a company built on trust Create quantifiable business value by building your company's reputation The definitive business reputation guide for every corporate officer strategist corporate communicator and marketing professional How to audit your reputation and benchmark your competitor An integrated approach that cuts across communications strategy marketing and organization Techniques for strengthening your reputation with investors customers partners regulators citizens and employees Includes detailed tools from the Reputation Institute's own StellarReputation model the world's 1 reputation management toolkit Companies with great reputations do better on virtually every business metric Now you have unprecedented access to a roadmap for building the kind of reputation you need and deserve Drawing on unsurpassed experience and the field's best research two leading experts illuminate reputation management for executives business communicators marketers and strategists alike You'll first review the powerful business case for actively managing your reputation Next you'll realistically assess where you stand in areas ranging from product quality to financial strength vision to social responsibility discovering how to make the most of your strengths as you overcome your weaknesses The authors show that to improve reputation you have to improve visibility distinctiveness authenticity transparency and consistency throughout the enterprise not just in traditional silos like PR advertising or IR Want the powerful business value that arises from a world-class reputation One book will show you how to get it *Fame and Fortune* A strong reputation is an enduring source of competitive advantage In *Fame and Fortune* Fombrun and van Riel show how successful companies mobilize the support of employees consumers and investors to strengthen their reputational capital An excellent read

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