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marketing planning and marketing mix tactics from a strategic and tactical perspective The focus is on the Internet and other technologies that have had a profound effect on how marketing is approached today Included is coverage of marketing planning legal and global environments e marketing strategy and marketing mix and customer relationship management strategy and implementation issues A major revision this seventh edition reflects the disruption to the marketing field brought about by social media As such it covers many new topics that represent the changes in e marketing practice in the past two years Because of the ever changing landscape of the Internet the authors suggest reading this book studying the material and then going online to learn more about topics of interest Features Better understanding of new concepts in today s electronic marketplace is accomplished as the book puts that new terminology into traditional marketing frameworks Readers are encouraged to exercise critical thinking and attention to their own online behavior in order to better understanding the e marketer s perspective strategies and tactics to think like a marketer Although the focus is on e marketing in the United States readers also see a global perspective in the coverage of market developments in both emerging and developed nations An entire chapter devoted to law and ethics and contributed by a practicing attorney updates readers on the latest changes in this critical area Readers are guided in learning a number of e marketing concepts with the help of some outstanding pedagogical features Marketing concept grounding helps readers make the connection between tradition and today Material in each chapter is structured around a principle of marketing framework followed by a look at how the internet has changed the structure or practice providing an ideal bridge from previously learned material Learning objectives set the pace and the goals for the material in each chapter Best practices from real companies tell success stories including new examples of firms doing it right Graphical frameworks serve as unique e marketing visual models illustrating how each chapter fits among others Chapter summaries help readers review and refresh the material covered Key terms are identified in bold text within the chapter to alert readers to their importance Review and discussion questions are another device to be used for refreshing readers understanding of the material in the chapter Web activities at the end of each chapter help readers become further involved in the content This revision reflects the disruption to the marketing field based on social media A major revision from the sixth edition it includes many new topics as dictated by changes in e marketing practice in the past two years Three important Appendices include internet adoption statistics a thorough glossary and book references NEW Students get a broader look at social media as it is now integrated throughout the book instead of confined to one chapter NEW A look a new business models continues and strengthens the approach of learning from real life examples Added and described in detail are such models as social commerce and Facebook commerce mobile commerce and mobile marketing social CRM crowdsourcing and many important be less pervasive models such as crowdfunding freemium and flash sales NEW Chapters 12 13 and 14 were completely rewritten to reflect the move from traditional marketing communication tools to the way practitioners current describe IMC online owned paid and earned

media NEW Readers see examples of many new and interesting technologies that are today providing marketing opportunities both in the Web 2.0 and 3.0 sections NEW The chapter opening vignettes continue to play an important role in illustrating key points Two new vignettes and new discussion questions about each chapter opening vignette are included NEW Included are many new images in every chapter plus updated Let's Get Technical boxes NEW Other chapter specific additions that further enhance understanding of the concepts include More social media performance metrics Ch 2 Big data and social media content analysis Ch 6 New consumer behavior theory and online giving as a new exchange activity Ch 7 Social media for brand building Ch 9 App pricing and web page pricing tactics Ch 10

Entertainment Science Thorsten Hennig-Thurau, Mark B. Houston, 2018-08-01 The entertainment industry has long been dominated by legendary screenwriter William Goldman's Nobody Knows Anything mantra which argues that success is the result of managerial intuition and instinct This book builds the case that combining such intuition with data analytics and rigorous scholarly knowledge provides a source of sustainable competitive advantage the same recipe for success that is behind the rise of firms such as Netflix and Spotify but has also fueled Disney's recent success Unlocking a large repertoire of scientific studies by business scholars and entertainment economists the authors identify essential factors mechanisms and methods that help a new entertainment product succeed The book thus offers a timely alternative to Nobody Knows decision making in the digital era while coupling a good idea with smart data analytics and entertainment theory cannot guarantee a hit it systematically and substantially increases the probability of success in the entertainment industry Entertainment Science is poised to inspire fresh new thinking among managers students of entertainment and scholars alike Thorsten Hennig-Thurau and Mark B. Houston two of our finest scholars in the area of entertainment marketing have produced a definitive research based compendium that cuts across various branches of the arts to explain the phenomena that provide consumption experiences to capture the hearts and minds of audiences Morris B. Holbrook W. T. Dillard Professor Emeritus of Marketing Columbia University Entertainment Science is a must read for everyone working in the entertainment industry today where the impact of digital and the use of big data can't be ignored anymore Hennig-Thurau and Houston are the scientific frontrunners of knowledge that the industry urgently needs Michael K. Lmell media entrepreneur and Honorary Professor of Media Economics at University of Leipzig Entertainment Science's winning combination of creativity theory and data analytics offers managers in the creative industries and beyond a novel compelling and comprehensive approach to support their decision making This ground breaking book marks the dawn of a new Golden Age of fruitful conversation between entertainment scholars managers and artists All gre Hadida Associate Professor in Strategy University of Cambridge

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