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The Marketing Plan Handbook, 3rd Edition Alexander Chernev,2011-09-01 Written by a marketing professor from Northwestern University s acclaimed Kellogg School of Management The Marketing Plan Handbook outlines a comprehensive step by step approach to crafting succinct logical and effective marketing plans that produce results This book can benefit managers in all types of companies For startups and companies bringing new products to the market it outlines a process for developing a winning marketing plan to launch a new offering For established companies with existing product portfolios this book presents a structured approach for developing an action plan to manage offerings and product lines Whether you manage a small business seeking to formalize the planning process a startup seeking venture capital financing a fast growth company considering an IPO or a large multinational corporation you can gain competitive advantage by translating the marketing planning process outlined in this book into a streamlined strategic document that informs your

decisions and helps avoid costly missteps

Cumulative Book Index ,1925 A world list of books in the English language

How to Write a Marketing Plan, 5th Edition John Westwood,2016 Is a step by step guide to researching and writing a marketing plan and uses the development of a plan for a fictitious company to help explain the process

Subject Guide to Books in Print ,2001 *Marketing Information* Hiram C. Barksdale,Jac L. Goldstucker,1995 *Forthcoming Books* Rose Arny,2002-04 *The Marketing Plan Handbook, 7th Edition* Alexander Chernev,2025-07-01 The Marketing Plan Handbook offers a streamlined approach to creating impactful marketing plans Using a step by step method to develop a strategically sound plan the book presents key information in a concise and logical way It explains the fundamental principles of building a marketing plan and introduces a comprehensive framework that includes all essential components The marketing plan presented in the book is based on the perspective that marketing is a core business discipline playing a crucial role in shaping many of a company s decisions and actions A key feature of the book is its emphasis on marketing as a value creation process making it relevant to both business to consumer and business to business contexts This book is a valuable resource for managers in all types of organizations For companies launching new products it offers a structured process for developing a marketing plan to support the introduction of a new offering For established businesses with existing product portfolios it provides a systematic approach to managing their offerings and product lines Whether used by a small business formalizing its planning process or a large multinational corporation the framework in this book helps streamline marketing planning

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