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Value-Based Marketing

Marketing Strategies
for Corporate Growth and Shareholder Value

SECOND EDITION

PETER DOYLE

Value Based Marketing Peter Doyle

Scott C. Dulebohn



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Value-based Marketing Peter Doyle, 2009-08-27 This book provides a clear practical introduction to shareholder value analysis for the marketing professional. It gives them the tools to develop the marketing strategies that will create the most value for business. For top management and CFOs the book explains how marketing generates shareholder value. It shows how top management should evaluate strategies and stimulate more effective and relevant marketing in their companies. The original essence of the first edition has been maintained but obvious areas have been updated and revised as well as new areas such as technology have been addressed. The second edition of this book has been written by a ghost writer who has fully updated, enhanced and replaced statistics, case studies and other outdated content with the help of a select advisory panel, each of whom has acted as a subject expert, a guide and as part of a steering committee. The highly prestigious panels of contributors include Jean Claude Larrich INSEAD, Veronica Wong Aston Business School, John Quelch Harvard Business School, Susan Hart Strathclyde Graduate Business School, SGBS, Michael Baker Emeritus Professor SGBS, Tim Ambler London Business School, Tony Cram Ashridge. Table of Contents: PART I Principles of Value Creation 1 Marketing and Shareholder Value 2 The Shareholder Value Approach 3 The Marketing Value Driver 4 The Growth Imperative PART II Developing High Value Strategies 5 Strategic Position Assessment 6 Value Based Marketing Strategy PART III Implementing High Value Strategies 7 Building Brands 8 Pricing for Value 9 Value Based Communications 10 Value Based Marketing in the Digital Age

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customer faster than a bad customer brand rep interaction That s why as the authors of this groundbreaking book clearly demonstrate one of the biggest challenges facing top management at brand reliant companies is to ensure that their whole organization especially those staff members who interact directly with customers live the brand With the help of case studies chronicling the success and failure stories of several international brand giants the authors develop a comprehensive framework that managers can use to evaluate customer brand expectations and create a branded service culture that meets or exceeds those expectations every time Among other things readers learn proven techniques for enlisting a sales force call service shop floor and even the entire boardroom into doing their parts to promote brand loyalty Hamish Pringle London UK is a Principal in Brand Beliefs Ltd William Gordon London UK works as Partner in Strategy for Accenture previously Andersen Consulting in London

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