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Philip Kotler

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that customers wanted and were willing to pay for Today considering the technology development which influences every function of the company the focus of the successful marketing oriented companies has changed from the customer is king to the customer is a dictator However and despite the new trends in marketing like any social science marketing has basic principles and these principles need to be considered when making any type of marketing decisions So the major step of a student of marketing whether it is a young university student or an experienced business executive is to understand the principles of marketing and reading the present book will be the first step in accomplishing this task This book describes these basic principles of marketing and while the authors recognize that each decision may be slightly different from any previous decision the rules or principles remain the same The present book presents these basic marketing principles and tries to capture the essence of practical and modern marketing today Therefore the purpose of Principles of Marketing is to introduce readers to the fascinating world of marketing today in an easy enjoyable and practical way offering an attractive text from which to learn about and teach marketing Principles of Marketing PDF eBook Philip Kotler, Gary Armstrong, Lloyd C. Harris, Nigel Piercy, 2013-04-29 Principles of Marketing is the highly successful European adaptation of Kotler and Armstrong one of the world's leading and most authoritative marketing textbooks. The text takes a practical and managerial approach to marketing It is rich in topical examples and applications that show the major decisions that marketing managers face in their efforts to balance an organisation s objectives and resources against needs and opportunities in the global marketplace Please note that the product you are purchasing does not include MyMarketingLab MyMarketingLab Join over 11 million students benefiting from Pearson MyLabs This title can be supported by MyMarketingLab an online homework and tutorial system designed to test and build your understanding Would you like to use the power of MyMarketingLab to accelerate your learning You need both an access card and a course ID to access MyMarketingLab These are the steps you need to take 1 Make sure that your lecturer is already using the system Ask your lecturer before purchasing a MyLab product as you will need a course ID from them before you can gain access to the system 2 Check whether an access card has been included with the book at a reduced cost If it has it will be on the inside back cover of the book 3 If you have a course ID but no access code you can benefit from MyMarketingLab at a reduced price by purchasing a pack containing a copy of the book and an access code for MyMarketingLab ISBN 9780273743194 4 If your lecturer is using the MyLab and you would like to purchase the product Go to www pearsonmylabandmastering com global mymarketinglab to buy access to this interactive study programme For educator access contact your Pearson representative To find out who your Pearson representative is visit www pearsoned co uk replocator

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