

5th Edition

GLOBAL MARKETING

A DECISION-ORIENTED APPROACH

Svend Hollensen



 Prentice Hall
International

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Global Marketing Ilan Alon, Eugene Jaffe, Christiane Prange, Donata Vianelli, 2016-11-10 Global Marketing provides students with a truly international treatment of the key principles that every marketing manager should grasp International markets present different challenges that require a marketer to think strategically and apply tools and techniques creatively in order to respond decisively in a fiercely competitive environment Alon et al provide students with everything they need to rise to the challenge Coverage of small and medium enterprises as well as multinational corporations where much of the growth in international trade and global marketing has occurred A shift toward greater consideration of services marketing as more companies move away from manufacturing A focus on emerging markets to equip students with the skills necessary to take advantage of the opportunities that these rapidly growing regions present Chapters on social media innovation and technology teach students how to incorporate these new tools into their marketing strategy New material on sustainability ethics and corporate social responsibility key values for any modern business Short cases and examples throughout the text show students how these principles and techniques are applied in the real world Longer cases provide instructors and students with rich content for deeper analysis and discussion Covering key topics not found in competing books Global Marketing will equip students with the knowledge and confidence they need to become leading marketing managers A companion website features an instructor s manual with test questions as well as additional exercises and examples for in class use [Global Marketing, 4/E](#) Hollensen, 2009-09

Research Anthology on Business and Technical Education

in the Information Era Management Association, Information Resources, 2021-01-08 The Fourth Industrial Revolution has disrupted businesses worldwide through the introduction of highly automated processes This disruption has affected the way in which companies conduct business impacting everything from managerial styles to resource allocations to necessary new skillsets As the business world continues to change and evolve it is imperative that business education strategies are continuously revised and updated in order to adequately prepare students who will be entering the workforce as future entrepreneurs executives and marketers among other careers The Research Anthology on Business and Technical Education in the Information Era is a vital reference source that examines the latest scholarly material on pedagogical approaches in finance management marketing international business and other fields It also explores the implementation of curriculum development and instructional design strategies for technical education Highlighting a range of topics such as business process management skill development and educational models this multi volume book is ideally designed for business managers business and technical educators entrepreneurs academicians upper level students and researchers [The Marketing Framework](#) Poul K. Faarup, 2010 [Marketing in Culturally Distant Countries](#) Giovanna Magnani, 2022-06-28 The aim of this book is to offer up to date insights into the challenges for international firms represented by managing their marketing mix in distant countries especially considering the role played by cultural distance Building on the famous

McCarthy's 4Ps and on the concept of cultural distance the book outlines some key challenges and opportunities for firms that manage international marketing policies about product price place and promotion in culturally distant markets. At the same time the book looks at extant conceptualizations and approaches considering the evolving environmental forces which are contributing to further challenges for firms that are confronted with changing economic and social scenarios. Indeed markets and societies are increasingly affected by multiculturalism and new patterns in consumers behaviors have emerged due to the proliferation of digital technologies and more recently due to several market disruptions such as the COVID 19 pandemic. How do firms manage culturally distant and increasingly evolving cultural environments is a relevant topic worthy of discussion from both a theoretical perspective and a practice based approach through the analysis of real world case studies. Researchers of cross cultural marketing and practitioners intending to get acquainted with the latest research on the topic would particularly benefit from this book

Handbook of Research on Entrepreneurship, Innovation, and Internationalization Teixeira, Nuno Miguel, Costa, Teresa Gomes da, Lisboa, Inês Margarida, 2019-06-28 In a global and increasingly competitive world companies must be aware of important drivers. Entrepreneurship and innovation are important contributions to the development of economies and creation of employment gaining relevance in the business context due to a more complex market and needs for higher differentiation. The Handbook of Research on Entrepreneurship, Innovation and Internationalization provides key data to business managers on dealing with entrepreneurship as well as for creating networks and complementarities for leveraging the firm's activity in order to help plan and control innovation and internationalization processes to avoid risk and increase the firm's value. The content within this publication includes topics such as family business economics and business education. It is designed for entrepreneurs, managers, researchers, academics and students

Hidden Champions in CEE and Turkey Peter McKiernan, Danica Purg, 2013-12-11 This book presents hidden champions in Central and Eastern Europe (CEE) and Turkey that have been studied as a joint project between CEEMAN and IEDC Bled School of Management Slovenia. This is an outcome of extensive research undertaken by over 30 researchers and covers 15 countries from Russia to Albania covering many contexts political systems, cultures and infrastructures. The reader is provided with a detailed introduction to the concept of hidden champions and describes the cases studied in this project. This book is an invaluable resource providing a culmination of interdisciplinary cross study chapters ranging from leadership to performance drivers from organization to culture and governance from innovativeness to sustainability and further to the financial aspects of hidden champions business models. These meta level chapters are followed by 15 country specific chapters which provide an overview of each country's history, economic indicators and vignettes of the cases involved in this study

Marketing and Globalization Aurélia Durand, 2018-07-17 This concise text focuses squarely on the issues facing marketers in an increasingly global world. It identifies several trends linking them together and positioning them as marketing practices that companies implement as a way of responding to the major

consequences of globalization The book also includes case studies to illustrate new practices and allow students to discuss issues of market selection entry modes segmentation targeting and positioning as well as product price distribution promotion and corporate communication policies in a globalized world Durand's unique approach moves beyond marketing management and strategy issues and provides students with the broader context to understand the marketing practices they'll use in the real world This book will prove to be an essential resource for any student of marketing and international business working to stay ahead in an increasingly competitive and global industry

Market Entry Strategies Mario Glowik, 2016-03-07 This textbook discusses the most important theories of internationalization including Product Life Cycle Internalization Location Eclectic Paradigm Uppsala Network and International New Venture concepts These models are grounded to a considerable extent in the Transaction Cost Theory and the Resource Based View as explained and illustrated in the book Relevant market entry strategies such as franchising contract manufacturing joint ventures and others are explained and categorized in light of crucial determinants of international business decision making hierarchical control of operations the firm's proximity to the foreign market the investment risk and the factor of time What makes this textbook novel and unique Its framework combines theories and market entry strategies each topic is applied to authoritative real life business case studies Complex issues are explained in a manner that results in understanding Various illustrations and tables help the reader comprehend the point being discussed The case study focus on Asian firms delivers interesting insights into modern high technology industries and changing global business dynamics Market Entry Strategies serves as a vital source for internationally oriented bachelor master and MBA programs with strategy marketing and management lecture modules Consequently this publication is highly recommended for students and scholars but it is also useful for business practitioners seeking to gain competitive advantages in international business About the Author Mario Glowik teaches Bachelor MBA and Master courses in Strategic management International management Strategic management in China and Europe and International and Asian business at Berlin School of Economics and Law in Berlin Find out more about Professor Glowik and the second edition of his Textbook Market Entry Strategies on Youtube

Hollensen Svend Hollensen, 1920-01-14 Globalization is the growing interdependence of national economies involving primarily customers producers suppliers and governments in different markets Global marketing therefore reflects the trend of firms selling and distributing products and services in many countries around the world

Global Marketing Hollensen, 2014 **The New Emerging Market Multinationals: Four Strategies for Disrupting Markets and Building Brands** Amitava Chattopadhyay, Rajeev Batra, Aysegul Ozsomer, 2012-05-18 Praise for THE NEW EMERGING MARKET MULTINATIONALS One of Strategy and Business's Best Business Books of the Year This book is a real eye opener It will forever change your assumptions about international economic competition and who the winners will be PHILIP KOTLER Kellogg School of Management and author of Winning at Innovation An insightful read essential for those wishing to understand the evolution and growth of emerging

economy EMNCs and how they will reshape global market structures ANAND MAHINDRA Vice Chairman and Managing Director Mahindra Group India As this timely book so insightfully points out the rise of emerging market multinationals is shifting the global competitive landscape and forcing us to think hard about new growth strategy and talent equations A must read for business leaders responsible for navigating today s global environment MUHTAR KENT Chairman and Chief Executive Officer The Coca Cola Company This book offers an array of fascinating examples and an interesting framework for stimulating thinking about EMNCs strategic options PANKAJ GHEMAWAT IESE Business School and author of World 3 0 A must read The book is well researched and provides compelling case illustrations I highly recommend it W CHAN KIM Professor INSEAD Codirector INSEAD Blue Ocean Strategy Institute and bestselling author of Blue Ocean Strategy This is the future of global competition You need to understand it if you aspire to be a player or if global markets are now a part of your strategy DAVID A AAKER Vice Chairman Prophet and bestselling author of Brand Relevance This book gives a clear idea of the success formula of emerging market multinationals by showing practical insights based on a deep understanding of EMNCs This will help readers from any type of company structure their own growth strategies WONHONG CHO Executive Vice President and Chief Marketing Officer Hyundai Motor Company An excellent collection of ideas and examples that should inspire companies in emerging markets looking to build brands and markets anywhere BUSINESSWORLD About the Book LG HTC Tata Haier Lenovo Arcelik Natura From smartphones and computers to blue jeans and beer companies from China India Taiwan Mexico Turkey and other emerging markets are now winning leading market shares with their own branded high quality products rather than with poorly produced products sold under others brand names These emerging market multinational companies EMNCs are giving the incumbent market leaders of North America Western Europe and Japan a run for their money in the areas of innovation branding and marketing How have these small under resourced businesses come so far so quickly And what can you learn from their strategies and tactics Renowned experts in global branding and marketing the authors of The New Emerging Market Multinationals conducted an in depth study of 39 EMNCs to reveal the innovative compete from below strategies and tactics fueling these companies meteoric rise The authors identify four strategies driving this growth COST LEADERS leverage existing low cost structures and large scale volumes to extend their reach into developed markets KNOWLEDGE LEVERAGERS tap their existing resources and knowledge of home consumers and the market to build branded businesses in other emerging markets NICHE CUSTOMIZERS combine their cost advantages in manufacturing with newly developed low cost R D capabilities to develop customized niche segment branded offerings in other emerging markets GLOBAL BRAND BUILDERS use their low cost manufacturing and R D capabilities to build branded businesses in developed markets but limit their focus to specific products and segments through a process of focused innovation Whether you run an EMNC or a developedmarket company deep knowledge of the strategies outlined here is an absolute necessity for competing effectively now and in the future Don t get caught off guard by the new

kids on the block because today's EMNCs are determined to be tomorrow's market leaders **Global Marketing** Svend Hollensen,2010-06-19 Written from the perspective of the firm competing in international markets this book is developed primarily for undergraduate and graduate courses in global international marketing It will also appeal to marketing managers who wish to keep abreast of the most recent developments in the field *Global Marketing* Svend Hollensen,2020 Globalization is the growing interdependence of national economies involving primarily customers producers suppliers and governments in different markets Global marketing therefore reflects the trend of firms selling and distributing products and services in many countries around the world **Essentials of Global Marketing** Svend Hollensen,2012 Essentials of Global Marketing offers a concise and manageable approach to the subject The accessible structure takes the reader through the entire international marketing planning process and fundamental concepts are illuminated by examples from a wide range of companies small and large from around the world *Global Marketing* Svend Hollensen,2024-11-08 A clear succinct and comprehensive guide to international marketing Global Marketing 9th Edition by Svend Hollensen and Ana Bogdanovic is an essential resource for undergraduate and postgraduate students looking to gain a deep understanding of global marketing This guide follows the five main management decisions whether to internationalise which markets to enter how to enter a foreign market and how to design and then implement and coordinate the global marketing programme appropriate for those foreign markets It helps students select analyse evaluate and implement the appropriate conceptual frameworks to make effective management decisions in global markets As one of the globally best selling textbooks in the area and with nearly 30 years of expertise this latest edition maintains its clear structure while incorporating extensive updates Fully revised to streamline international market selection this edition encompasses a modern approach to studying culture and more in depth analysis of PESTEL implications and is updated to cover changes in international marketing as supply chain challenges technology advances including generative AI and the future of globalisation Case studies have been rationalised to help readers understand how various organisations have applied global marketing frameworks in practice New case studies on H M's approach to sustainable fashion marketing e scooters globally McDonalds provide real life insight on global marketing strategy and implementation By studying this book students will be well prepared to achieve global competitiveness by developing and implementing market responsive strategies **Global Marketing** Svend Hollensen,2004

Marketing Management Svend Hollensen,2010 This work is written for people mainly students who want to know the relationship and the traditional marketing approach in combination affect the development of effective and efficient marketing plans **Global Marketing** Kate Gillespie,K. Scott Swan,2021-09-30 Strategic comprehensive and concise the fifth edition of this popular textbook introduces students to the important concepts of global marketing today and their managerial implications Increasingly marketing activities must be integrated at a global level Yet the enduring influence of culture requires marketers to adapt local strategies in light of cultural differences Global Marketing takes a strategic approach

recognizing the need to address both the forces of globalization and those of localization Key updates include Extensive real life examples and cases from developed and emerging markets including Africa Latin America and the Middle East New topics such as digital distribution options the participation of customers and the rise of social media including Twitter Facebook and TikTok Updated exploration of often overlooked topics such as China s state owned enterprises the importance of diasporas as target markets the threat of transnational criminal organizations to legitimate marketers and new tensions among trading partners A stronger recognition of the need for a growth mindset value orientation and innovation Written in a student friendly style this fully updated new edition continues to be the textbook of choice for students of global marketing

Global Marketing Svend Hollensen,Graham Curtis,2004-08-01

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