

Msc Strategic And Digital Marketing Course Handbook

A landmark insider's tour of how social media affects our decision-making and shapes our world in ways both useful and dangerous, with critical insights into the social media trends of the 2020 election and beyond "The book might be described as prophetic. . . . At least two of Aral's three predictions have come to fruition."—New York NAMED ONE OF THE BEST BOOKS OF THE YEAR BY WIRED • LONGLISTED FOR THE PORCHLIGHT BUSINESS BOOK AWARD Social media connected the world—and gave rise to fake news and increasing polarization. It is paramount, MIT professor Sinan Aral says, that we recognize the outsize effect social media has on us—on our politics, our economy, and even our personal health—in order to steer today's social technology toward its great promise while avoiding the ways it can pull us apart. Drawing on decades of his own research and business experience, Aral goes under the hood of the most powerful social networks to tackle the critical question of just how much social media actually shapes our choices, for better or worse. He shows how the tech behind social media offers the same set of behavior influencing levers to everyone who hopes to change the way we think and act—from Russian hackers to brand marketers—which is why its consequences affect everything from elections to business, dating to health. Along the way, he covers a wide array of topics, including how network effects fuel Twitter's and Facebook's massive growth, the neuroscience of how social media affects our brains, the real consequences of fake news, the power of social ratings, and the impact of social media on our kids. In mapping out strategies for being more thoughtful consumers of social media, *The Hype Machine* offers the definitive guide to understanding and harnessing for good the technology that has redefined our world overnight.

Marketing in a Digital World consists of nine essays on how the digital revolution has affected marketing theory and practice. Leading marketing scholars, including several editors of premier academic journals, provide fresh insights for both scholars and managers seeking to enhance their understanding of marketing in a digital world.

This comprehensive book provides students with a "grand tour" of the tools needed to measure digital activity and implement best practices for using data to inform marketing strategy. It is the first text of its kind to introduce students to analytics platforms from a practical marketing perspective. Demonstrating how to integrate large amounts of data from web, digital, social, and search platforms, this helpful guide offers actionable insights into data analysis, explaining how to "connect the dots" and "humanize" information to make effective marketing decisions. The author covers timely topics, such as social media, web analytics, marketing analytics challenges, and dashboards, helping students to make sense of business measurement challenges, extract insights, and take effective actions. The book's experiential approach, combined with chapter objectives, summaries, and review questions, will engage readers, deepening learning by helping them to think outside the box. Filled with engaging, interactive exercises, and interesting insights from an industry expert, this book will appeal to students of digital marketing, online marketing, and analytics. A companion website features an instructor's manual, test bank, and PowerPoint slides.

Technological advances in the realm of business have attributed to the global interest of using digital innovations to increase consumer traffic. Utilizing these new techniques can increase the profitability of business industries and consumer analytic information for future reference. The Handbook of Research on Digital Marketing Innovations in Social Entrepreneurship and Solidarity Economics is a collection of research on social entrepreneurship as a critical element of economic growth with a look at the evolutionary aspects of digital technologies on the industry. While highlighting topics including social media, microfinance, and consumer behavior, this book is ideally designed for marketers, managers, professionals, academics, and graduate-level students concerned about the fields of economics, sociology, education,

politics, and digital technology innovation.

Strategic Public Relations has been produced as a core book for what will become a series of second generation books treating public relations as a new, and separate discipline which has strategic implications for the whole business. Written primarily for senior executives and PR practitioners, Strategic Public Relations also serves students and young executives, covering such topics as: corporate goals and strategies; marketing communications; financial public relations; employee and local community relations; parliamentary and EU relations; building an international reputation; corporate advertising; sponsorship and media relations; communications research and corporate responsibility. All of the 16 contributors to this book, in addition to being recognised authorities in their fields, are senior practitioners. They will broaden your business horizons by showing you that corporate relations, if done properly, will lead to improved efficiency, improved competitive performance and, ultimately, to greater profit.

Strategic Corporate Communication in the Digital Age explores how contemporary communication approaches are crossing boundaries as innovative media formats and digital transformations offer new challenges and opportunities to academia and practitioners. Digital Marketing Fundamentals is the first comprehensive digital marketing textbook to cover the entire marketing process. The academic theory behind Digital Marketing, as well as techniques and media, is discussed. Digital Marketing Fundamentals is easy to read and contains many international examples and cases. The Dutch version of this book (Basisboek Online Marketing) has become a standard issue in The Netherlands. In this book, all relevant aspects of digital marketing are addressed: strategic aspects, the use of the Internet for market research, product development and realisation, branding, customer acquisition, customer loyalty and order processing. The book also discusses effective websites and apps, digital analytics and planning, and management. The application of social media and mobile communications is seamlessly integrated into the topics. Digital Marketing Fundamentals is suitable for commercial and management courses in higher education, including universities and business schools, and for professionals working in digital marketing. To request access to the book's online resources, please click here: <http://www.digitalmarketing.noordhoff.nl> For FAQs: <https://www.basisboek-onlinemarketing.nl/faq-lecturers.html>

In today's highly cluttered digital marketing environment there is a great need for marketers to fully comprehend a new breed of consumers. This book introduces the rising trend of SoLoMo consumers who embrace an omnichannel marketing approach. Consumers are rapidly moving between channels and platforms, which is why marketers are finding it so difficult to implement an integrated marketing strategy. Today's consumers can check into a store with the use of a geolocation service (Foursquare), redeem an offer that is available, and share their comment on that platform. Then immediately they can post an update on their Facebook timeline, referencing the retailer's page. SoLoMo consumers have three basic characteristics: SOcial media engagement, LOcal findability, and smartphone MObility. The authors conceptualize this new marketing approach, and provide examples to illustrate the case. The SoLoMo phenomenon has completely changed the way marketers need to operate their campaigns, from the way they conceive of their relationship with the customer to the way they design and operate campaigns.

Although literature on corporate social responsibility is vast, research into the use and effectiveness of various communications through digital platforms about such corporate responsibility is scarce. This gap is surprising; communicating about corporate social responsibility initiatives is vital to organizations that increasingly highlight their corporate social responsibility initiatives to position their corporate brands for both consumers and other stakeholders. Yet these organizations still sometimes rely on traditional methods

to communicate, or even decide against communicating at all, because they fear triggering stakeholders' skepticism or cynicism. A systematic, interdisciplinary examination of corporate social responsibility communication through digital platforms therefore is necessary, to establish an essential definition and up-to-date picture of the field. This research anthology addresses the above objectives. Drawing on marketing, management, and communication disciplines, among others, this anthology examines how organizations construct, implement, and use digital platforms to communicate about their corporate social responsibility and thereby achieve their organizational goals. The 21 chapters in this anthology reflect six main topic sections: Challenges and opportunities for communicating corporate social responsibility through digital platforms. Moving toward symmetry and interactivity in digital corporate social responsibility communication. Fostering stakeholder engagement in and through digital corporate social responsibility communication. Leveraging effective digital corporate social responsibility communication. Digital activism and corporate social responsibility. Digital methodologies and corporate social responsibility.

As businesses aim to compete internationally, they must be apprised of new methods and technologies to improve their digital marketing strategy in order to remain ahead of their competition. Trends in entrepreneurship that drive consumer engagement and business initiatives, such as social media marketing, yields customer retention and positive feedback. *Advanced Methodologies and Technologies in Digital Marketing and Entrepreneurship* provides information on emerging trends in business innovation, entrepreneurship, and marketing strategies. While highlighting challenges such as successful social media interactions and consumer engagement, this book explores valuable information within various business environments and industries such as e-commerce, small and medium enterprises, hospitality and tourism management, and customer relationship management. This book is an ideal source for students, marketers, social media marketers, business managers, public relations professionals, promotional coordinators, economists, hospitality industry professionals, entrepreneurs, and researchers looking for relevant information on new methods in digital marketing and entrepreneurship.

This updated and revised edition offers a comprehensive overview of key research methods and the main choices available when undertaking research in business and management. New to this edition is a comprehensive, practical guide on how to write your dissertation – invaluable to all.

Marketing has experienced unprecedented changes. Globalization, digital revolution, transparency, and growing pressure concerning the role of business in society are affecting marketing functions. Simultaneously, these changes are forcing both academics and professionals to reinvent and reposition themselves, calling for a deep discussion about what and how universities should teach to face present and future market demands and requirements. *Evaluating the Gaps and Intersections Between Marketing Education and the Marketing Profession* provides emerging perspectives on the role of marketing and marketing education in increasingly complex and demanding social and economic landscapes. Featuring coverage on a broad range of topics such as business schools, marketing curricula, and professional development, this publication is ideally designed for researchers, business students, marketers, managers, academicians, and employers seeking current research on market

expectations and students' future roles within this discipline.

This book covers a very broad range of topics in marketing, communication, and tourism, focusing especially on new perspectives and technologies that promise to influence the future direction of marketing research and practice in a digital and innovational era. Among the areas covered are product and brand management, strategic marketing, B2B marketing and sales management, international marketing, business communication and advertising, digital and social marketing, tourism and hospitality marketing and management, destination branding and cultural management, and event marketing. The book comprises the proceedings of the International Conference on Strategic Innovative Marketing and Tourism (ICSIMAT) 2019, where researchers, academics, and government and industry practitioners from around the world came together to discuss best practices, the latest research, new paradigms, and advances in theory. It will be of interest to a wide audience, including members of the academic community, MSc and PhD students, and marketing and tourism professionals.

Mapped to the CIPD Level 7 Advanced module of the same name, *Developing Skills for Business Leadership* focuses on three core areas for successful professional development and practice: managing yourself and others, transferable managerial skills and postgraduate study skills. Each skill is covered both conceptually and practically by a subject area expert to help all readers analyze and critically evaluate, manage more effectively, make sound and justifiable decisions and lead and influence others. Covering key concepts such as developing your professional identity, effective management of interpersonal relationships at work, people management and interpreting financial information, this fully updated 2nd edition of *Developing Skills for Business Leadership* is ideal for all postgraduate business students taking a module in professional development, career development or management skills. Integrating IT skills into each chapter, it includes a new chapter on reflecting and coaching, updated references to the CIPD's HR Profession Map, additional coverage of stress, health and wellbeing and an enhanced international dimension throughout the text. Online supporting resources include an instructor's manual and lecture slides as well as additional case studies, and sample assignments, checklists and exam guides lecturers can use in their teaching.

This book stimulates a discussion on the changes engendered by the digital era, both in everyday life and the traditional marketing realm. It covers scientific studies and theoretical principles as well as educational purposes and practical applications of digital marketing principles, in order to improve our understanding of this domain.

In the 1950s, East Central Florida underwent a vast transformation with the creation of the American space program. The sleepy fishing communities stretching from Titusville to Melbourne became home to an army of engineers, rocket scientists, and technicians who would soon take Florida and the nation into the missile age. With no opportunities for advanced study nearby, a handful of determined men and women launched Brevard Engineering College in 1958. In 1966, Florida's secretary of state approved the college's petition to change its name to Florida Institute of Technology. In its short history, Florida Tech has overcome formidable hurdles and succeeded in winning a place in the top ranks of scientific and technological universities. A college on the rise, Florida Tech has not only a bright future, but a rich and colorful history that has been

captured in striking photographs. The exciting story of "Countdown College"-from the lift-off of Bumper 8 in 1950, which launched the space program in Florida, to the most recent high-tech additions to campus facilities-is the subject of this captivating new pictorial history.

Marketing Strategy for Authors is designed to illuminate the process of developing a marketing strategy as an author in the 21st century. It provides a high level, strategic overview of the components of a comprehensive marketing plan that is flexible, focused and uniquely tailored to an author's writing career. Organized into a simple and easy-to-understand format, it covers the 4 Ps of Marketing while providing helpful examples and relevant practical applications of marketing theorems. Whether you're a new author or an established indie author, the book offers insight into the theoretical underpinnings of a winning marketing strategy Tao Wong is a bestselling independent author of the science fiction and fantasy series the System Apocalypse and A Thousand Li. He has a MSc in Marketing from the University of Manchester and over two decades of marketing experience as a marketing manager and an independent business owner.

Now in its 50th edition, British Qualifications 2020 is the definitive one-volume guide to every recognized qualification on offer in the United Kingdom. With an equal focus on both academic and professional vocational studies, this indispensable guide has full details of all institutions and organizations involved in the provision of further and higher education, making it the essential reference source for careers advisers, students, and employers. It also contains a comprehensive and up-to-date description of the structure of further and higher education in the UK, including an explanation of the most recent education reforms, providing essential context for the qualifications listed. British Qualifications 2020 is compiled and checked annually to ensure the highest currency and accuracy of this valuable information. Containing details on the professional vocational qualifications available from over 350 professional institutions and accrediting bodies, informative entries for all UK academic universities and colleges, and a full description of the current structural and legislative framework of academic and vocational education, it is the complete reference for lifelong learning and continuing professional development in the UK.

During the first decade of the 21st century, the world has witnessed a plethora of corporate scandals, global economic crises, and rising environmental concerns. As a result of these developments, pressure has been mounting on businesses to pay more attention to the environmental and resource consequences of the products they produce and services they deliver. The Handbook of Research on Creating Sustainable Value in the Global Economy contains a collection of pioneering research on the integration of issues of sustainability within the traditional areas of management. While highlighting topics including green marketing, circular economy, and sustainable business, this book is ideally designed for managers, executives, environmentalists, economists, business professionals, researchers, academicians, and students in disciplines including marketing, economics, finance, operations management, communication science, and information technology.

"A clear and crisply written account of machine intelligence, big data and the sharing economy. But McAfee and Brynjolfsson also wisely acknowledge the limitations of their futurology and avoid over-simplification." —Financial Times In The Second Machine Age, Andrew McAfee and Erik Brynjolfsson predicted some of the far-reaching effects

of digital technologies on our lives and businesses. Now they've written a guide to help readers make the most of our collective future. Machine | Platform | Crowd outlines the opportunities and challenges inherent in the science fiction technologies that have come to life in recent years, like self-driving cars and 3D printers, online platforms for renting outfits and scheduling workouts, or crowd-sourced medical research and financial instruments.

Modern marketing practices have evolved to become a dynamic meeting point for technology practitioners and business professionals. Digital technologies have added a new paradigm to the way businesses are projected, communicated, and developed through their marketing activities, from message delivery to content production. Digital Marketing Strategies and Models for Competitive Business is a collection of innovative research that seeks to connect theory with application, identifying best practices over digital marketing to business purposes. While highlighting topics including consumer analysis, search engine marketing, and marketing communications, this book is ideally designed for marketers, managers, executives, advertisers, graphic designers, researchers, practitioners, entrepreneurs, policymakers, and educators.

This book is a practical guide for your business use digital marketing, with seven straightforward steps to engage your customers, get new ones, increase your sales, and build a winning digital marketing strategy. Why read this book? We all use email, search on Google, visit websites, buy on online shops, and use social networks like Facebook, Twitter or LinkedIn. However, the Internet and digital technologies enter so quickly into our everyday lives that it is easy to forget an important fact: Our customers also use the Internet, smartphones and digital technologies. Maybe more than us. If you don't, you need to understand that consumers have taken it over. Social media, blogs, social networks, collaborative websites, apps, and games, have changed forever the way customers relate to companies, brands, and products. Consumers now have mobile devices and powerful search tools, which can find products, services, or show them where the nearest shops are. Blogs, podcasts, and YouTube videos have become the primary source of information for many people, especially those who like to talk about brands and products and comment on their experiences. Social networks have become a constant channel of communication between customers who mention details about what they buy, how they use it and what they thought of it. Also, it has never been easier to create an online shop. E-commerce has become so popular because any newly created company can compete on product and services sales against large commercial brands that have invested in well-located stores. The digital revolution can be a scary scenario for anyone who runs a business, and if you are struggling with its effects on your market, be aware of using it to your advantage. If you had not yet come to this point, wake up before it's too late. You need to make the most of the opportunities, created by the Internet and digital technologies. You need to be online to acquire new customers and grow your business. And meanwhile, you must work to avoid losing your current customers to new online competitors. For all these, I will show you a set of steps to fight back and put you in a winning position at the digital revolution. To leverage the Internet for your business without wasting money or resources, and to establish a more permanent competitive advantage, you need steps that lead you to a coherent, efficient, and effective strategy for making the Internet your primary business ally - today, tomorrow and forever., and that is the point of this

book. This book shows you seven steps to use digital marketing to engage your customers, get new ones, increase your sales, and build a winning digital marketing strategy.

Presents a process based approach that integrates Marketing with other aspects of Management such as strategy, organisational theory, strategic financial management and management accounting. This work presents a process-based approach that draws heavily on Business Process Re-engineering (BPR).

Developing Digital Marketing: Relationship Perspectives provides a holistic perspective about the role of digital marketing in the global economy, helping readers to understand the shift from traditional marketing to more novel and innovative forms.

This first edition of Strategic Innovation Management is an exciting new addition to the established bestselling texts Managing Innovation and Innovation and Entrepreneurship written by Joe Tidd and John Bessant. Aimed at students taking courses in business studies and management, as well as non-specialist courses in other disciplines, this book provides a practical and accessible evidence-based approach to managing innovation in a wide range of contexts, including: manufacturing, services, small to large organizations and the private, public and third sectors. The text has been designed to be fully integrated with the Innovation Portal at www.innovation-portal.info, which contains an extensive collection of additional resources for both lecturers and students including teaching resources, case studies, media clips, innovation tools, seminar and assessment activities and over 300 test-bank questions.

This work concisely presents methods for integrated marketing, sales, and customer management, and is orientated to practice and implementation. It sketches a modern and forward-looking marketing approach for domestic as well as international small, mid-sized, and large firms in the B2B market.

Rethink your business for the digital age. Every business begun before the Internet now faces the same challenge: How to transform to compete in a digital economy? Globally recognized digital expert David L. Rogers argues that digital transformation is not about updating your technology but about upgrading your strategic thinking. Based on Rogers's decade of research and teaching at Columbia Business School, and his consulting for businesses around the world, The Digital Transformation Playbook shows how pre-digital-era companies can reinvigorate their game plans and capture the new opportunities of the digital world. Rogers shows why traditional businesses need to rethink their underlying assumptions in five domains of strategy—customers, competition, data, innovation, and value. He reveals how to harness customer networks, platforms, big data, rapid experimentation, and disruptive business models—and how to integrate these into your existing business and organization. Rogers illustrates every strategy in this playbook with real-world case studies, from Google to GE, from Airbnb to the New York Times. With practical frameworks and nine step-by-step planning tools, he distills the lessons of today's greatest digital innovators and makes them usable for businesses at any stage. Many books offer advice for

digital start-ups, but *The Digital Transformation Playbook* is the first complete treatment of how legacy businesses can transform to thrive in the digital age. It is an indispensable guide for executives looking to take their firms to the next stage of profitable growth.

Strategic Marketing: planning and control covers contemporary issues by exploring current developments in marketing theory and practice including the concept of a market-led orientation and a resource/asset-based approach to internal analysis and planning. The text provides a synthesis of key strategic marketing concepts in a concise and comprehensive way, and is tightly written to accommodate the reading time pressures on students. The material is highly exam focused and has been class tested and refined. Completely revised and updated, the second edition of *Strategic Marketing: planning and control* includes chapters on 'competitive intelligence', 'strategy formulation' and 'strategic implementation'. The final chapter, featuring mini case studies, has been thoroughly revised with new and up to date case material.

You need your business grow and meet its goals over the next 12 months. You may have tried different marketing and sales tactics and met with different consultants, agencies, and potential hires. Still, there's still no clear answer... How can you maximize your return and meet your business goals, all while on a limited budget? If we had a corporate level, multimillion-dollar advertising campaign, this might be easy. But, we aren't in that position. Discover how to *Grow Your Business and Attain Your Goals*. It takes just two things for powerful marketing... First of all, you need to know how to turn your digital presence into something useful, like leads or customers. To do this, you need a digital sales funnel in place - from top to bottom. These are the six stages of the Digital Sales Funnel: Stage 1: Generate Demand Stage 2: Capture Quality Leads Stage 3: Nurture Leads Stage 4: Convert Leads into Customers Stage 5: Close, Deliver, & Satisfy Stage 6: Referrals and Follow Up But that alone doesn't mean much unless there's a clear purpose. To have a purpose, we need a strategy. Learn to *Develop a Strategy with 5-Steps*: 1. Where are you today? 2. Finding Your Ideal 3. Mapping Out Your Plan 4. Getting Your Hands Dirty 5. Recap & Review Have you noticed we didn't say that you have to know how to do popular digital marketing tactics? Search engine optimization has backlinks to build and keywords to optimize for. Email lists have to be set up, connected to your website, and segmented based on the audience. Your website - well that might need to be coded from the ground up again. But we aren't going to worry about that. It isn't our job to know how to build a website, or do SEO, or any of that technical knowledge. That's not what getting digital marketing right is about. We do want to know how these techniques will help us and if they make sense for our business. That's what we will figure out as we go through this book, examining our digital sales funnel and developing our strategy. What does it take to move us from today to our ideal future? The only way to get there is to know what that future ideal is, where we are today, and what plan will help us in that

journey. Developing a strategy like this is exciting! Whether you call it online marketing, internet marketing, or digital marketing, it all comes down to this: we want a method we can leverage to grow our business and reach our goals. Digital marketing can be the way to grow your business and attain your goals. Digital marketing can be powerful marketing. You just need a digital sales funnel and a strategy.

Designing strategies for global competition; Global marketing programs; Organizing and controlling global marketing operations; Special issues in global marketing.

Linked to an online resource centre and instructor's DVD, this textbook introduces the basic principles of marketing. It includes numerous contemporary case studies, chapter summaries and review questions.

The market changes faster than marketing. In essence, marketing strategy has undergone only two eras, the entity era and the bit era, also known as the industrial age and the digital age. In the age of digital society, all CEOs, CMOs and senior marketing executives must consider how to change their strategies, improve the role of marketing and adopt emerging technological and data tools to integrate with the Internet. The goal of digital marketing strategy is not to disrupt existing marketing strategies, but to complement, integrate and develop the two at the same time. In this book, the authors provide detailed discussion and practical analysis on the relationship between marketing and digital technologies and propose a marketing implementation framework for digital strategy platforms. Standing for Recognize, Reach, Relationship and Return, the 4R system is a powerful strategic trading tool for digital implementation, especially for CEOs and CMOs. All other tools, such as data platforms, content marketing, DSP digital advertising and digital marketing ROI design essentially serve the 4R system. As such, the authors advocate for firms to restructure their digital marketing strategy around the 4R system.

This contributed volume provides a forum for research in strategic marketing and for examining the links between strategic marketing and strategic management. Topics include concepts of planning in strategic management; planning techniques and their role as strategic inquiry systems; competitive strategy and strategic competition; analytical modelling in strategy; generic strategy marketing prescriptions; and future conclusions and research directions.

Strategic Renewal is an original research anthology offering insight into a subject area which, although critical for the sustained success of organizations, has received relatively little attention as distinct from the more general phenomenon of strategic change. Firstly, by providing a summary of the literature, this research anthology helps graduate students and new researchers grasp the current state of affairs in the field. Secondly, this research anthology will help update the knowledge base of the existing researchers in the field. By bringing together various studies, the research anthology determines the core concepts of the field and elucidates the key gaps and future research areas. Through

contributions building on the knowledge bases of other disciplines, this research anthology develops an interdisciplinary research agenda, giving the reader an in-depth understanding of the mediating, moderating, and antecedent variables concerning strategic renewal. *Strategic Renewal* aims to provide a state-of-understanding to the subject, as well as a clear picture of the cross-disciplinary landscape that informs the subject. Thus, this research anthology is essential reading for managers, consultants, and other practitioners, as well as students and scholars of business.

Consumer interaction and engagement are vital components to help marketers maintain a lasting relationship with their customers. To achieve this goal, companies must utilize current digital tools to create a strong online presence. *Competitive Social Media Marketing Strategies* presents a critical examination on the integration of social networking platforms into business tactics and the challenges presented by consumers' use of these online communities.

Highlighting pivotal issues such as brand management, customer loyalty, and online services, this publication is a pivotal reference source for business managers, professionals, advanced-level students, and consultants interested in the latest research on the use of digital media tools for business opportunities. This book provides a critical overview of technologies that are used within the fashion industry and supply chain, with a special emphasis on how they engender sustainability and the circular economy. The chapters present contemporary case studies alongside new research on technologies such as 3D printing, 3D scanning and recycling technology to assess the effect they will have on the future of fashion and its global supply chain.

The growth of internet access and the entry of smartphones into everyday life has provided a revolutionary way for consumers to interact with businesses throughout the tourist industry. As a result, numerous companies are utilizing techniques and concepts designed to communicate directly with potential clientele all over the world. *Digital Marketing Strategies for Tourism, Hospitality, and Airline Industries* provides innovative insights into how digital marketing can influence the consumer relationship at every stage of the tourism process and features emerging tools and techniques to establish better connections with consumers. The content within this publication examines topics such as branding strategies, social media, and influencer marketing for maximum content exposure. This information is designed for marketing managers, executives, event planners, tour developers, hotel managers, airline managers, program directors, advertisers, restaurateurs, students, business professionals, and researchers.

The ultimate test of marketing investment, and indeed any investment, is whether it creates value for shareholders. But few marketing investments are evaluated from this perspective. Increasingly, boards of directors and city analysts the world over are dissatisfied with this lack of accountability. Cranfield School of Management has been addressing this problem by working with a range of blue-

chip companies. They have created a new framework which shows how marketing systematically contributes to shareholder value based on three key questions- • Does the promised market exist? • Will the strategy deliver the market share promised? • Will the market share create shareholder value? This groundbreaking new book explains the principles and practice behind rigorous due diligence in marketing for Marketing and Finance Directors, CEOs, Strategists and MBA students wanting to understand the key drivers of modern business Surely, the time has come for marketing directors to take their rightful place in the boardroom by proving that what they are doing creates shareholder value added? * Top level Cranfield based author team utilising latest Cranfield in-company research * Connects marketing plans and investment to the valuation of the firm and how it can contribute to increasing stakeholder value * Systematic and practical approach so that it can be used by both practitioners and students
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