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Business to Business Marketing Management Alan Zimmerman,Jim Blythe,Nektarios Tzempelikos,2026-03-17 Leveraging its distinctive global perspective on the business to business B2B marketing environment the fifth edition of this well regarded textbook provides readers with essential strategies for navigating the increasingly borderless world of B2B marketing today All chapters have been updated to incorporate contemporary research insights on B2B marketing New material has been added throughout the book addressing cutting edge technological developments in the B2B sphere particularly artificial intelligence empowering readers to confidently overcome the disruption affecting the field and instead harness the strategic opportunities offered by

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International Business Shad Morris, James Oldroyd, 2020-07-21 Leveraging their extensive background at multi national corporations co authors Shad Morris and James Oldroyd created an International Business course that is current concise and easy to implement As instructors themselves the authors focused on engaging pedagogy that prepares students for the global marketplace and created interactive resources to deepen the learning experience This second edition of International Business includes extensive updates including coverage on important topics like COVID 19 Brexit and the US China trade war Additionally the WileyPLUS course provides just in time resources like chapter introductory videos whiteboard animations cases case application problems adaptive practice and more to help students apply their learning and think critically

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