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10 Must-Read Articles from HBR Clayton M. Christensen, 2009

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Journal of the Chemical Society Chemical Society (Great Britain), 1911 Titles of chemical papers in British and foreign journals included in Quarterly journal v 1 12

HBR's 10 Must Reads on Strategic Marketing (with featured article "Marketing Myopia," by Theodore Levitt) Harvard Business Review, Clayton M. Christensen, Theodore Levitt, Philip Kotler, Fred Reichheld, 2013-03-12 Stop pushing products and start cultivating relationships with the right customers If you read nothing else on marketing that delivers competitive advantage read these 10 articles We've combed through hundreds of articles in the Harvard Business Review archive and selected the most important ones to help you reinvent your marketing by putting it and your customers at the center of your business Leading experts such as Ted Levitt and Clayton Christensen provide the insights and advice you need to Figure out what business you're really in Create products that perform the jobs people need to get done Get a bird's eye view of your brand's strengths and weaknesses Tap a market that's larger than China and India combined Deliver superior value to your B2B customers End the war between sales and marketing

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