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**Warren J. Keegan**



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cases representing a broad range of marketing problems This work asks students to analyze a firm s situation and develop solutions for the problems opportunities and threats confronting marketing decision makers *Marketing Management* J. Paul Peter,1995 *Franchise Selection* Raymond J. Munna,1987 The other side of the franchise story Sound basic advice excellent general tips on how to find answers in order to protect oneself in this often risky field Booklist An ideal guide for entrepreneurs investors attorneys accountants and management marketing advisors Investor Relationship Marketing for Start-ups André Presse,2007-07-26 Diploma Thesis from the year 2001 in the subject Business economics Marketing Corporate Communication CRM Market Research Social Media grade 2 1 B Leipzig University of Applied Sciences Marketing Management language English abstract The declining stock markets in 2000 and 2001 have made it more difficult for entrepreneurs to obtain the financing for new ventures and have had an impact on existing relationships between young companies and their investors Investor relationship marketing addressing the specific and varying requirements of investors is crucial as professional investors in particular apply stringent criteria for investments and as it is becoming increasingly difficult for start ups to raise funds Entrepreneurs face significant difficulties when acquiring capital for a start up Having at their disposal a variety of potential sources founders sometimes fail to chose the optimal alternative This can impose considerable limitations on growth and development potential increase the susceptibility to crises and threaten the very existence of the company Professional management of relationships to potential and actual investors ought to be one of the main focuses of entrepreneurs attention as inappropriate financing has been identified as the most frequent reason for the failure of new ventures Entrepreneurial activities considerably influence the growth of an economy and have a positive effect on prosperity In the Federal Republic of Germany FRG small and medium sized enterprises SME which most new ventures are account for more than half of the gross value added of all businesses and for over two thirds of all jobs SMEs are not only essential for labour markets Because they can react faster and more flexibly to changing market situations they contribute to an economy s ability to compete internationally Since only a limited number of them survives in Germany approximately 50% of new companies fail within the first **Fundamentals of Strategic Management** Fred R. David,1986 Journal of Business Strategies ,1998 **The British National Bibliography** Arthur James Wells,2009 **Marketing Management** Michael R. Czinkota,Masaaki Kotabe,2001 A marketing management course shouldn t be treated like a principles class And an upper level text doesn t need to be written like an encyclopedia That s why *Marketing Management 2e* by Michael Czinkota and Masaaki Kotabe takes a direct no bull approach bringing concepts to life without dry explanations and unnecessary extra information Theoretical and practical considerations are balanced throughout Coverage of critical and contemporary marketing topics includes integration of e commerce and a unique chapter on estimating marketing demand **Czech and Slovak Culture in International and Global Context** Miloslav Rechcigl,2008 **Global Marketing Management** Warren J. Keegan,1999 *Global Marketing Management Sixth Edition* continues to be one of the most widely

used graduate level case texts in international marketing and a popular reference for practitioners as well This edition focuses on the opportunities and challenges of global markets and on the threat of global competition across a broad spectrum of industries **Journal of the Market Research Society** Market Research Society,1988 **Annual Editions** John Richardson,1991-12 Recording for the Blind & Dyslexic, ... Catalog of Books ,1996

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