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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.

In Indian context.

A comprehensive survey research book that incorporates survey design, implementation, data management, and data analysis, this text is based in sociological research and contains extensive examples throughout. This book examines the uniqueness of each research topic and the fact that when doing such research, there is a need to make decisions about the many unique situations while trying to answer the research question. Each chapter is framed by addressing the decisions that need to be made depending on the various challenges that may arise as the survey study is developed.

Essentials of Marketing Research: Putting Research into Practice, an exciting new practical guide by Kenneth E. Clow and Karen E. James offers a hands-on, applied approach to developing the fundamental data analysis skills necessary for making better management decisions using marketing research results. Each chapter opens by describing an actual research study related to the chapter content, with rich examples of contemporary research practices skillfully drawn from interviews with marketing research professionals and published practitioner studies. Clow and James explore the latest research techniques, including social media and other online methodologies, and they examine current statistical methods of analyzing data. With emphasis on how to interpret marketing research results and how to use those findings to make effective management decisions, the authors offer a unique learning-by-doing approach to understanding data analysis, interpreting data, and applying results to decision-making.

e question of how to choose a research project is answered.