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This world-wide best-selling book highlights the most recent trends and developments in global marketing--with an emphasis on the importance of teamwork between marketing and all the other functions of the business. It introduces new perspectives in successful strategic market planning, and presents additional company examples

of creative, market-focused, and customer-driven action. Coverage includes a focus on marketing in the 21st Century that introduces the new ideas, tools and practices companies will need to successfully operate in the New Millennium. Chapter topics discuss building customer satisfaction, market-oriented strategic planning, analyzing consumer markets and buyer behavior, dealing with the competition, designing pricing strategies and programs, and managing the sales force. For marketing managers who want to increase their understanding of the major issues of strategic, tactical, and administrative marketing--along with the opportunities and needs of the marketplace in the years ahead. Operations and Supply Management, as the title indicates, provides increased emphasis on supply chain management in the 12e. The 12e continues its market leading up-to-date coverage of service operations as well. The text includes solved examples and problems, enough cases for MBA courses to use without supplementing, and the industry leading technology support suite. Strategic Market Management, helps managers identify, implement, prioritize, and adapt market-driven business strategies in dynamic markets. The text provides decision makers with concepts, methods, and procedures by which they can improve the quality of their strategic decision-making. The 11th Edition provides students in strategic marketing, policy, planning, and entrepreneurship courses with the critical knowledge and skills for successful market management, including strategic analysis, innovation, working across business units, and developing sustainable advantages. World-renowned economist Klaus Schwab, Founder and Executive Chairman of the World Economic Forum, explains that we have an opportunity to shape the fourth industrial revolution, which will fundamentally alter how we live and work. Schwab argues that this revolution is different in scale, scope and complexity from any that have come before. Characterized by a range of new technologies that are fusing the physical, digital and biological worlds, the developments are affecting all disciplines, economies, industries and governments, and even challenging ideas about what it means to be human. Artificial intelligence is already all around us, from supercomputers, drones and virtual assistants to 3D printing, DNA sequencing, smart thermostats, wearable sensors and microchips smaller than a grain of sand. But this is just the beginning: nanomaterials 200 times stronger than steel and a million times thinner than a strand of hair and the first transplant of a 3D printed liver are already in development. Imagine "smart factories" in which global systems of manufacturing are coordinated virtually, or implantable mobile phones made of biosynthetic materials. The fourth industrial revolution, says Schwab, is more significant, and its ramifications more profound, than in any prior period of human history. He outlines the key technologies driving this revolution and discusses the major impacts expected on government, business, civil society and individuals. Schwab also offers bold ideas on how to harness these changes and shape a better future—one in which technology empowers people rather than replaces them; progress serves society rather than disrupts it; and in which innovators respect moral and ethical boundaries rather than cross them. We all have the opportunity to contribute to developing new frameworks that advance progress. Since 1969, Philip Kotler's marketing text books have been read as the marketing gospel, as he has provided incisive and valuable advice on how to create, win and dominate markets. In KOTLER ON MARKETING, he has combined the expertise of his bestselling textbooks and world renowned seminars into this practical all-in-one book, covering everything there is to know about marketing. In a clear, straightforward style, Kotler covers every area of marketing from assessing what customers want and need in order to build brand equity, to creating loyal long-term customers. For business executives everywhere, KOTLER ON MARKETING will become the outstanding work in the field. The secret of Kotler's success is in the readability, clarity, logic and precision of his prose, which derives from his vigorous scientific training in economics, mathematics and the behavioural sciences. Each point and chapter is plotted sequentially to build, block by block, on the strategic foundation and tactical superstructure of the book. The classic Marketing Management is an undisputed global best-seller - an encyclopaedia of marketing considered by many as the authoritative book on the subject. This third European edition keeps the accessibility, theoretical rigour and managerial relevance - the heart of the book - and adds: A structure designed specifically to fit the way the course is taught in Europe. Fresh European examples which make students feel at home. The inclusion of the work of prominent European academics. A focus on the digital challenges for marketers. An emphasis on the importance of creative thinking and its contribution to marketing practice. New in-depth case studies, each of which integrates one of the major parts in the book. This textbook covers admirably the wide range of concepts and issues and accurately reflects the fast-moving pace of marketing in the modern world, examining traditional aspects of marketing and blending them with modern and future concepts. A key text for both undergraduate and postgraduate marketing programmes. Anatomy of the Sacred: An Introduction to Religion presents a uniquely comprehensive introduction to the nature and variety of religious belief and practice. Organized into three sections, Part One explores such questions as: What is religion? Why study religion? And how does one go about the study of religion? It includes illustrations of specific methods and disciplines drawn from the work of eminent scholars in the field of religion. Part Two examines universal forms of religious experience and expression and

includes discussions of the sacred or holy; the nature of religious symbolism, myth, and doctrine; religious ritual; sacred scripture; as well as the social forms and dimensions of religion. Part Three consists of a comparative analysis of six fundamental components that make up a religious world-view. These include: deity or ultimate reality; cosmogony; the nature of the human problem, theodicy or the problem of evil; ethics or moral action; and the ways and goals of salvation or enlightenment. Examples are selected from a wide range of primal and archaic religions as well as from the great historical religious traditions of the present. An epilogue explores the challenge

**MARKETING: THE CORE, 2/e** by Kerin, Berkowitz, Hartley, and Rudelius continues the tradition of cutting-edge content and student-friendliness set by *Marketing 8/e*, but in a shorter, more accessible package. The Core distills *Marketing*'s 22 chapters down to 18, leaving instructors just the content they need to cover the essentials of marketing in a single semester. Instructors using *The Core* also benefit from a full-sized supplements package. The Core is more than just a "baby Kerin"; it combines great writing style, currency, and supplements into the ideal package. Kotler and Keller set the standard in the marketing management discipline and continue to provide up-to-date content and examples which reflect the latest changes in marketing theory and practice. Stevenson's *Operations Management* features integrated, up-to-date coverage of current topics and industry trends, while preserving the core concepts that have made the text the market leader in this course for over a decade. Stevenson's careful explanations and approachable format support students in understanding the important operations management concepts as well as applying tools and methods with an emphasis on problem solving. Through detailed examples and solved problems, short cases and readings on current issues facing businesses, and auto-gradable end of chapter problems and application-oriented assignments available in *Connect Operations Management*, students learn by doing, and the Twelfth Edition continues to offer more support for 'doing Operations' than any other. \*Winners - British Book Design Awards 2014 in the category Best Use of Cross Media\* Get access to an interactive eBook\* when you buy the paperback (Print paperback version only, ISBN 9781446296424) Watch the video walkthrough to find out how your students can make the best use of the interactive resources that come with the new edition! With each print copy of the new 3rd edition, students receive 12 months FREE access to the interactive eBook\* giving them the flexibility to learn how, when and where they want. An individualized code on the inside back cover of each book gives access to an online version of the text on VitalSource Bookshelf® and allows students to access the book from their computer, tablet, or mobile phone and make notes and highlights which will automatically sync wherever they go. Green coffee cups in the margins link students directly to a wealth of online resources. Click on the links below to see or hear an example: Watch videos to get a better understanding of key concepts and provoke in-class discussion Visit websites and templates to help guide students' study A dedicated Pinterest page with wealth of topical real world examples of marketing that students can relate to the study A Podcast series where recent graduates and marketing professionals talk about the day-to-day of marketing and specific marketing concepts For those students always on the go, *Marketing an Introduction 3rd edition* is also supported by *MobileStudy* – a responsive revision tool which can be accessed on smartphones or tablets allowing students to revise anytime and anywhere that suits their schedule. New to the 3rd edition: Covers topics such as digital marketing, global marketing and marketing ethics Places emphasis on employability and marketing in the workplace to help students prepare themselves for life after university Fun activities for students to try with classmates or during private study to help consolidate what they have learnt (\*interactivity only available through VitalSource eBook) This print textbook is available for students to rent for their classes. The Pearson print rental program provides students with affordable access to learning materials, so they come to class ready to succeed. For undergraduate and graduate courses in marketing management. The gold standard for today's marketing management student The world of marketing is changing every day -- and in order for students to have a competitive edge, they need a text that reflects the best and most recent marketing theory and practices. *Marketing Management* collectively uses a managerial orientation, an analytical approach, a multidisciplinary perspective, universal applications, and balanced coverage to distinguish it from all other marketing management texts out there. Unsurpassed in its breadth, depth, and relevance, the 16th Edition features a streamlined organization of the content, updated material, and new examples that reflect the very latest market developments. After reading this landmark text, students will be armed with the knowledge and tools to succeed in the new market environment around them. **BUSINESS MANAGEMENT 14E** is designed for more advanced high school business courses. With the focus shifted to business management, this text approaches business operations from the entrepreneurial and management perspective. Finance, marketing, communications, and human resources are some of the topics explored. The introductory chapter provides an overview of management, discusses the history of management, and compares management approaches and philosophies. Another focuses on data analysis and decision-making, demonstrating the importance of math, statistics, and quantitative decision-making. **BUSINESS MANAGEMENT**

14E provides business management concepts and principles in a realistic, investigative, and enriching manner. All the functions of business management are covered extensively, including the use of technology and communication as tools of business. Enjoy exploring the global dimension of business and possible career opportunities as this text brings the world of business to your class. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version. "This groundbreaking book provides the tools and processes needed to actually apply market-driven strategy to today's business world. Roger Best's work has proven to be a refreshing alternative to the many conceptual and theoretical-centered marketing books because it is built around a performance orientation and the belief that real learning occurs only with the application of knowledge."--BOOK JACKET. Title Summary field provided by Blackwell North America, Inc. All Rights Reserved Step-by-step guidelines for successful marketing management! Designed for college- and graduate-level marketing students, *Marketing Management: Text and Cases* is also a valuable resource for anyone trying to market a product or service. This volume integrates understandable marketing concepts and techniques with useful tables, graphs, and exhibits. Three leading experts in marketing management teach you how to market any business. *Marketing Management: Text and Cases* is divided into two sections to accommodate a wide variety of interests. The first section is an essential textbook that offers a complete overview of marketing management, and describes the steps necessary for successful company-to-customer interaction. Each chapter comes generously enhanced with tables and charts to clearly demonstrate the marketing process from concept to implementation. *Marketing Management: Text and Cases* also contains fifteen new case studies to challenge the more experienced marketing student as well as introduce the beginner to situations where the marketing process can be demonstrated. These cases provide a wide variety of managerial situations for small, medium, and large companies as well as entrepreneurial cases to expose readers to the types of analyses needed for those examples. From the creation of a new waterpark to marketing algae products, these case studies provide backgrounds, histories, trend analyses, and data to reveal the companies' situations and possible solutions. This book is useful for training courses and valuable to university faculty and students as well as business managers, CEOs, and entrepreneurs. *Marketing Management: Text and Cases* covers essential managerial elements of marketing, including: an overview of marketing in the new millennium, including basic definitions, global marketing, and electronic marketing customer analysis—segmentation, market grids, and market estimations competitive analysis—types of competition, gathering intelligence, and marketing audits financial analysis—assessing revenue, cost, profitability, and risk for marketing decisions marketing planning—both strategic planning and operational perspectives evaluation and control of marketing activities including sales, cost, and profit An introduction to marketing concepts, strategies and practices with a balance of depth of coverage and ease of learning. *Principles of Marketing* keeps pace with a rapidly changing field, focussing on the ways brands create and capture consumer value. Practical content and linkage are at the heart of this edition. Real local and international examples bring ideas to life and new feature 'linking the concepts' helps students test and consolidate understanding as they go. The latest edition enhances understanding with a unique learning design including revised, integrative concept maps at the start of each chapter, end-of-chapter features summarising ideas and themes, a mix of mini and major case studies to illuminate concepts, and critical thinking exercises for applying skills. Contemporary research in strategic management, with an emphasis on conceptual tools and skills created by scholars and practitioners in the field are evident throughout *Strategic Management*, 13e. This thirteenth edition of *Strategic Management* has a refined message and a new subtitle: *Planning for Domestic & Global Competition*. This new edition is specially designed to accommodate the needs of strategy students worldwide in our fast-changing twenty-first century. The authors complement the focus on strategic planning for success within U.S. borders with unprecedented attention on how U.S. firms can leverage their domestic success by forming international partnerships and can achieve international success by becoming actively involved in global trade. These are exciting times, and they are reflected in this book. The new edition includes NEW or revised chapter material, 30 NEW cases, and dozens of NEW illustrations. For courses in business math or the mathematics of business. This text teaches business math with a strong focus on current issues, real companies, and realistic business scenarios. It covers the full spectrum of basic business math, placing every concept in context with relevant examples. Each chapter begins with an actual company case study that is carried through with examples and exercises. Two realistic cases conclude each chapter, helping students integrate key concepts with real business math challenges. Data and graphs are incorporated throughout. New coverage in this edition includes: the global financial crisis and globalization; personal and government debt; personal savings; and inventory tracking. More examples are provided, and this edition has been edited for greater clarity and simplicity. Features the latest concepts and applications while not losing focus on the core concepts that has made this text a market leader. This approachable text supports students in applying concepts and methods by providing solved

problems, examples, questions, practice problems, and cases. A Down-to-Earth Approach James Henslin shares the excitement of sociology in *Essentials of Sociology: A Down-to-Earth Approach*, 11/e. With his acclaimed "down-to-earth" approach and personal writing style, the author highlights the sociology of everyday life and its relevance to students' lives. With wit, personal reflection, and illuminating examples, Henslin stimulates students' sociological imagination so they can better perceive how the pieces of society fit together. In addition to this trademark down-to-earth approach, other distinctive features include: comparative perspectives, the globalization of capitalism, and visual presentations of sociology. MySocLab is an integral part of the Henslin learning program. Engaging activities and assessments provide a teaching a learning system that helps students see the world through a sociological lens. With MySocLab, students can develop critical thinking skills through writing, explore real-world data through the new Social Explorer, and watch the latest entries in the Core Concept Video Series. Revel from Pearson is a new learning experience designed for the way today's students read, think, and learn. Revel redesigns familiar and respected course content and enriches it for today's students with new dynamic, rich-media interactives and assessments. The result is improved student engagement and improved learning. Revel for Henslin will be available for Fall 2014 classes. This program will provide a better teaching and learning experience—for you and your students. It: Personalizes Learning with MySocLab: MySocLab is an online homework, tutorial, and assessment program. It helps students prepare for class and instructor gauge individual and class performance. Explores a A Down-to-Earth Approach: This title highlights the sociology of everyday life and its relevance to students' lives. Improves Critical Thinking: Features throughout help build critical thinking skills. Understands Social Change: An important theme of the text, social change over time, examines what society was previously like, how it has changed, and what the implications are for the present and future. ALERT: Before you purchase, check with your instructor or review your course syllabus to ensure that you select the correct ISBN. Several versions of Pearson's MyLab & Mastering products exist for each title, including customized versions for individual schools, and registrations are not transferable. In addition, you may need a CourseID, provided by your instructor, to register for and use Pearson's MyLab & Mastering products. Packages Access codes for Pearson's MyLab & Mastering products may not be included when purchasing or renting from companies other than Pearson; check with the seller before completing your purchase. Used or rental books If you rent or purchase a used book with an access code, the access code may have been redeemed previously and you may have to purchase a new access code. Access codes Access codes that are purchased from sellers other than Pearson carry a higher risk of being either the wrong ISBN or a previously redeemed code. Check with the seller prior to purchase. Schermerhorn, Management 14e continues to offer the same balanced theory approach as with previous editions. Students need an active and engaged learning classroom environment that brings personal meaning to course content and the instructor's course objectives. Schermerhorn communicates with students through rich, timely features and cases that bring management topics, theories, and concepts to life. The underlying goal is to translate foundation theories into lasting tools for students as they move beyond the classroom where their skills will be put to the test. Preface to Marketing Management can be used in a wide variety of settings. Integrating E-commerce topics throughout, as well as analyses of proven teamwork techniques and strategies, this flexible and concise book provides the reader with the foundations of marketing management while allowing room for the instructor to use outside readings, Web research, and other resources to build knowledge. For undergraduate principles of marketing courses. Marketing: An Introduction shows students how customer value -- creating it and capturing it -- drives effective marketing strategies. The 14th Edition reflects the major trends and shifting forces that impact marketing in this digital age of customer value, engagement, and relationships, leaving students with a richer understanding of basic marketing concepts, strategies, and practices. Through updated company cases, Marketing at Work highlights, and revised end-of-chapter exercises, students are able to apply marketing concepts to real-world company scenarios. The full text downloaded to your computer With eBooks you can: search for key concepts, words and phrases make highlights and notes as you study share your notes with friends eBooks are downloaded to your computer and accessible either offline through the Bookshelf (available as a free download), available online and also via the iPad and Android apps. Upon purchase, you'll gain instant access to this eBook. Time limit The eBooks products do not have an expiry date. You will continue to access your digital ebook products whilst you have your Bookshelf installed. Marketing has changed forever—this is what comes next Marketing 4.0: Moving from Traditional to Digital is the much-needed handbook for next-generation marketing. Written by the world's leading marketing authorities, this book helps you navigate the increasingly connected world and changing consumer landscape to reach more customers, more effectively. Today's customers have less time and attention to devote to your brand—and they are surrounded by alternatives every step of the way. You need to stand up, get their attention, and deliver the message they want to hear. This book examines the marketplace's shifting power dynamics, the paradoxes wrought by connectivity, and

the increasing sub-culture splintering that will shape tomorrow's consumer; this foundation shows why Marketing 4.0 is becoming imperative for productivity, and this book shows you how to apply it to your brand today. Marketing 4.0 takes advantage of the shifting consumer mood to reach more customers and engage them more fully than ever before. Exploit the changes that are tripping up traditional approaches, and make them an integral part of your methodology. This book gives you the world-class insight you need to make it happen. Discover the new rules of marketing Stand out and create WOW moments Build a loyal and vocal customer base Learn who will shape the future of customer choice Every few years brings a "new" marketing movement, but experienced marketers know that this time its different; it's not just the rules that have changed, it's the customers themselves. Marketing 4.0 provides a solid framework based on a real-world vision of the consumer as they are today, and as they will be tomorrow. Marketing 4.0 gives you the edge you need to reach them more effectively than ever before. ALERT: Before you purchase, check with your instructor or review your course syllabus to ensure that you select the correct ISBN. Several versions of Pearson's MyLab & Mastering products exist for each title, including customized versions for individual schools, and registrations are not transferable. In addition, you may need a CourseID, provided by your instructor, to register for and use Pearson's MyLab & Mastering products. Packages Access codes for Pearson's MyLab & Mastering products may not be included when purchasing or renting from companies other than Pearson; check with the seller before completing your purchase. Used or rental books If you rent or purchase a used book with an access code, the access code may have been redeemed previously and you may have to purchase a new access code. Access codes Access codes that are purchased from sellers other than Pearson carry a higher risk of being either the wrong ISBN or a previously redeemed code. Check with the seller prior to purchase. -- Stay on the cutting-edge with the gold standard text that reflects the latest in marketing theory and practice. Marketing Management is the gold standard marketing text because its content and organization consistently reflect the latest changes in today's marketing theory and practice. Remaining true to its gold-standard status, the fourteenth edition includes an overhaul of new material and updated information, and now is available with mymarketinglab—Pearson's online tutorial and assessment platform. The latest neurologic findings are presented here in a crisp, clinical focus that incorporates recent advances in the molecular biology of neurologic disease. This edition will debut at the Neurological Institute of New York's centennial in the fall of 2009. Preface to Marketing Management, 14e, by Peter and Donnelly, is praised in the market for its clear and concise presentation of the basic principles of marketing in such a way that the core concepts and ideas are covered in sufficient depth to ensure understanding. By offering an engaging, clear, and conceptually sound text, this book has been able to maintain its position as a leading marketing management text. The fourteenth edition serves as an overview for critical issues in marketing management. Its brief, inexpensive, paperback format makes it a perfect fit for instructors who assign cases, readings, simulations or offer modules on marketing management for MBA students. The text also works in courses that implement a cross-functional curriculum where the students are required to purchase several texts. The ultimate authority on the usage and meaning of English words and phrases, unparalleled in its accuracy and comprehensiveness, the Oxford English Dictionary is the supreme reference work for anyone who loves the language. Key features: \* Integrates the material from the original OED and the Supplement into one alphabetical sequence \* Includes over 5,000 new words and meanings \* Completely redesigned and reset to enhance readability \* Replaces James Murray's pronunciation system with the International Phonetic Alphabet \* Treats over a half-million words, illustrating definitions with over 2.4 million quotations Version 2.0 of The Oxford English Dictionary (Second Edition) on Compact Disc makes it easy to fully explore the resources of the most authoritative dictionary of the English language. With a brand-new web-browser interface, improved search mechanisms, on-screen help, and screen designs, Version 2.0 of OED2 CD-ROM offers extraordinary access to more tha 500,000 definitions and 2.5 million illustrative quotations tracing the uses of each word through the centuries. The CD-ROM contains the complete text of the 20-volume OED Second Edition. Find what you need in seconds with powerful, flexible searching--from simple searches by part of speech or quotation to free-text queries of the entire Dictionary and new proximity searching for words near, before, or after an entry. Whether you're using it for scholarly research, for writing, or purely for enjoyment, Version 2.0 of he OED2 CD-ROM, you'll have instant access to the unparalleled riches of the ultimate authority on the English language. For one-semester courses in labor economics at the undergraduate and graduate levels, this book provides an overview of labor market behavior that emphasizes how theory drives public policy. Modern Labor Economics: Theory and Public Policy, Twelfth Edition gives students a thorough overview of the modern theory of labor market behavior, and reveals how this theory is used to analyze public policy. Designed for students who may not have extensive backgrounds in economics, the text balances theoretical coverage with examples of practical applications that allow students to see concepts in action. Experienced educators for nearly four decades, co-authors Ronald Ehrenberg and Robert Smith believe that showing students the social implications of

the concepts discussed in the course will enhance their motivation to learn. As such, the text presents numerous examples of policy decisions that have been affected by the ever-shifting labor market. This text provides a better teaching and learning experience for you and your students. It will help you to: Demonstrate concepts through relevant, contemporary examples: Concepts are brought to life through analysis of hot-button issues such as immigration and return on investment in education. Address the Great Recession of 2008: Coverage of the current economic climate helps students place course material in a relevant context. Help students understand scientific methodology: The text introduces basic methodological techniques and problems, which are essential to understanding the field. Provide tools for review and further study: A series of helpful in-text features highlights important concepts and helps students review what they have learned. This is the 14th edition of 'Marketing Management' which preserves the strengths of previous editions while introducing new material and structure to further enhance learning. Business and Society: Stakeholder Relations, Ethics and Public Policy by Lawrence/Weber/Post, has continued through several successive author teams to be the market-leader in its field. For over thirty years, Business and Society has been updated and reinvented in response to society's relationship to business. Business and Society, 11e highlights why government regulation is sometimes required as well as new models of business-community collaboration. Business and Society, 11e is a book with a point of view. Lawrence, Weber and Post believe that businesses have social (as well as economic) responsibilities to society; that business and government both have important roles to play in the modern economy; and that ethics and integrity are essential to personal fulfillment and to business success. The book is designed to be easily modularized; an instructor who wishes to focus on a particular portion of the material may select individual chapters or cases to be packaged in a Primis custom product. A clear-sighted introduction to a complex subject, 'Internal Marketing' provides the reader with a succinct overview of the most recent thinking and practice. The text begins by defining what internal marketing is and how it can work, and from this foundation: \* Outlines state-of-the-art thinking and practice \* Demonstrates how internal marketing can be used to facilitate such diverse strategies as TQM, New Product Development and Change Management \* Highlights the techniques managers need to understand to use IM effectively within their organizations \* Contains a range of international and up to the minute examples and cases of best practice from companies around the world Throughout the book the emphasis is on understanding the principles that have made internal marketing such a potent force within leading corporations. This is combined with a pragmatic assessment of the many challenges involved in making it a reality within an organization. Introduction to Business covers the scope and sequence of most introductory business courses. The book provides detailed explanations in the context of core themes such as customer satisfaction, ethics, entrepreneurship, global business, and managing change. Introduction to Business includes hundreds of current business examples from a range of industries and geographic locations, which feature a variety of individuals. The outcome is a balanced approach to the theory and application of business concepts, with attention to the knowledge and skills necessary for student success in this course and beyond. Cooper and Schindler's Business Research Methods offers students and instructors thorough coverage of business research topics backed by solid theory. The authors are successful marketing research consultants and that is evident in the rich and realistic case studies found in the text. Managerial decision making is the underlying theme, topics and applications are presented and organized in a manner that allow students to thoroughly understand business research topics and functions. Consequently, the structure of the text encourages and supports completion of an in-depth business research project during the semester. Kerin/Hartley's Marketing 14th edition is the most robust Principles of Marketing solution available to meet the needs of a wide range of faculty. Marketing focuses on decision making through extended examples, cases, and videos involving real people making real marketing decisions. The author team's decades of combined experience in the higher education classroom continue to inform the title's innovative pedagogical approach. Marketing is known for its conversational writing style, ability to engage students through active learning techniques, and vivid descriptions of businesses, marketing professionals, and entrepreneurs in cases, exercises, and testimonials that help students personalize marketing and identify possible career interests. Powerful tools like Connect, SmartBook, and the regularly updated resources at [www.kerinmarketing.com](http://www.kerinmarketing.com) make this 14th edition of Marketing the best choice for instructors seeking a rigorous, comprehensive program with balanced coverage of traditional and contemporary concepts.



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