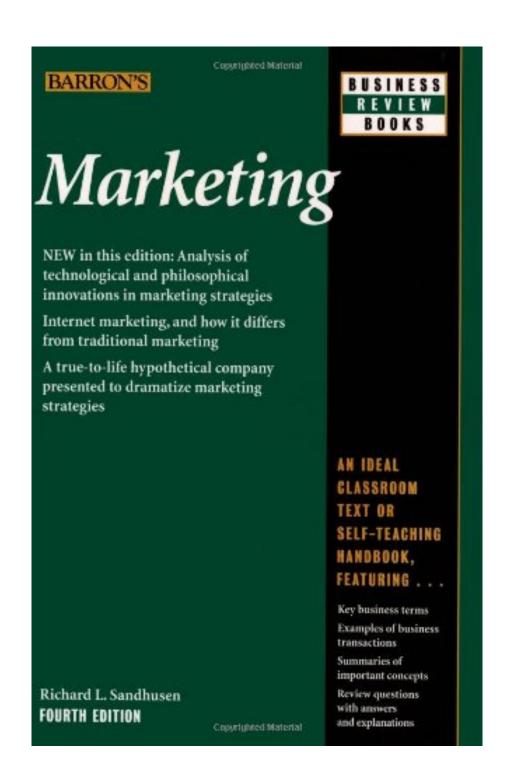


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Professor Richard Sandhusen's brand-new and important fourth edition of Marketing explains how four digital-age systems have merged into one to change marketing and management practice as much in the past five years as in the previous half century. These systems--decision support, relationship marketing, integrated marketing communication, and balanced scorecard--receive detailed analysis in this extensively updated book, which also gives more comprehensive coverage to all aspects of the global marketplace than other currently-available textbooks on the subject. Here is vital information for students soon entering business in today's ever more globally competitive world. Marketing presents a realistic hypothetical company as it faces business challenges and opportunities on a day-by-day basis. Although solidly grounded in marketing theory, the book explains marketing strategies within this realistic setting, showing many of the business tactics and decisions students are likely to confront in their own careers. The fictitious company's domestic and international marketing strategies are explained and analyzed, and real-world examples of successful marketing campaigns by different kinds of companies are also included. Each chapter ends with an overview of essential concepts and match-up exercises that review the text's material. Here is a popular and accessible new addition to Barron's respected Business Review Series.

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Good as primer or reference

By J. Turner

Most marketing textbooks tend to be thematic, flashy, cluttered with "examples," and to a certain extent, they tend to extol the virtues of marketing.

Not this book.

Sanhusen gives a detailed, comprehensive review of the information presented in an introductory marketing class, in a format that can serve both as a primer and a reference. By omitting long explanations and numerous examples to illustrate a single point, this book presents the information in a straight forward, no nonsense manner.

A fictitious company is presented in the first chapter, and it is used to reinforce key points in subsequent

chapters. Other examples are not overtly woven into the fabric of the text, but discrete sections. If you are cramming for an exam, you can skip over them without the fear of missing any critical information.

Compared to the other marketing texts I have read, this is by far the best, and would make an excellent

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2 of 2 people found the following review helpful. Marketing Mix - Missing the flow...

By Amazon Customer

I sat for the Principle's of Marketing CLEP today, and passed with a low 70's score.

I used this text exclusively for studying combined with the instantcert online test questions.

resource for preparing for the CLEP marketing exam or as a supplement to a college text.

I knew nothing about marketing 7 days ago. After reading the book in 3 days and 1 day of practicing tests online, I was ready for the test and passed easily.

My only complaint regarding the book is that it didn't 'flow' very well for me. All of the concepts and details were there, but I found it difficult to digest.

I prefer the style of the Barron's Management book which was easy to read (cover to cover) like a normal book, not a jumble of concepts and details (and false case study).

In any case, it worked for me, and would recommend the book as a great CLEP test prep.

Overall the Barron's Business Review series is excellent and I have purchased them all to help with CLEP and to use for future reference.

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