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For undergraduate courses on the Principles of Marketing. An introduction to the world of marketing using a proven, practical, and engaging approach Marketing: An Introduction shows students how customer value--creating it and capturing it--drives every effective marketing strategy. Using an organization and learning design that includes real-world examples and

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information that help bring marketing to life, the text gives readers everything they need to know about marketing in an effective and engaging total learning package. The Thirteenth Edition reflects the latest trends in marketing, including new coverage on online, social media, mobile, and other digital technologies, leaving students with a richer understanding of basic marketing concepts, strategies, and practices. Also Available with MyMarketingLab™ This title is also available with MyMarketingLab--an online homework, tutorial, and assessment program designed to work with this text to engage students and improve results. Within its structured environment, students practice what they learn, test their understanding, and pursue a personalized study plan that helps them better absorb course material and understand difficult concepts. NOTE: You are purchasing a standalone product; MyMarketingLab does not come packaged with this content. If you would like to purchase both the physical text and MyMarketingLab search for: 0134472497 / 9780134472492 Marketing: An Introduction Plus MyMarketingLab with Pearson eText -- Access Card Package Package consists of: 013414953X / 9780134149530 Marketing: An Introduction 0134132351 / 9780134132358 MyMarketingLab with Pearson eText -- Access Card -- for Marketing: An Introduction

"In a lively conversational style, Robert Hartley provides play-by-play analyses of actual decisions and practices that led to major marketing wars, comebacks, crises, and triumphs in top corporations. Hands-on exercises and debates invite you to immerse yourself in various situations. These real-life war stories are packed with practical tips and learning experiences that can serve you throughout your career."--BOOK JACKET.

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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.

The exciting new edition of Marketing continues the established tradition of adding value far beyond the expectations of students and instructors. Extensive research has been done to ensure this edition provides a comprehensive, up-to-the-minute introduction to the field of marketing. Key principles are illustrated by hundreds of fresh, new examples, while the latest concepts and theories are covered in detail with numerous illustrations. Organized around the marketing mix, this thoroughly revised text provides students with an exhilarating first introduction to the dynamic world of marketing.

Administer drugs safely and prevent drug errors with accurate, up-to-date drug information! Concise and easy to understand, Introduction to Pharmacology, 12th Edition provides drug monographs with key information such as generic and trade names, indications, common adverse effects, and typical adult and pediatric dosages. Drug entries are organized by

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chronic fatigue syndrome, postpartum depression, drug safety during pregnancy and lactation, migraine preventative therapy, menstrual abnormalities, and menopause.

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This well-known textbook provides students with the knowledge of basic accounting principles and practices in a systematic manner. The unique feature that has made this book popular among students is the simplicity of presentation which enables them to understand the subject and solve practical problems with ease. The main strengths of the book are updated text, plentiful illustrative examples and the end-of-chapter exercises with answers. The wide coverage and user-friendly approach help the book to meet the course content requirements for BCom, BBA, MCom, MCA examinations of different universities and examinations conducted by professional institutions. **KEY FEATURES** • Updated text in view of new and withdrawn accounting standards and their interpretation. • Formulation of the roadmap for convergence of Indian Accounting Standards to IFRS. • Incorporation of the New Schedule VI in place of Old Schedule VI with appropriate notes, wherever necessary. • Complete overhauling of solutions to all Illustrations and requisite changes in the answers to Practical Problems required due to the substitution of New Schedule VI in place of Old Schedule VI. •

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