MARKET ORIENTATION

Marketing Management Orientation



Developing A Market Orientation

Rohit Deshpande

Developing A Market Orientation:

<u>Developing a Market Orientation</u>,1999 Market orientation is best defined as an organization level culture a set of shared values and beliefs about putting the customer first in business planning This book demonstrates the importance of market orientation on organizational culture the shared set of values for putting customers first on strategy the creation of superior value for a firm s customers and on tactics the set of cross functional activities directed at creating and satisfying customers

Developing a Market Orientation Rohit Deshpande,1999-04-13 The Marketing Science Institute MSI has a 38 year history of funding high profile scholarly research on topics that have managerial significance MSI s pioneering work on developing a market orientation heretofore only available as a series of working papers is presented in book form for the first time by Sage Publications Inc Market orientation is best defined as an organization level culture a set of shared values and beliefs about putting the customer first in business planning This book demonstrates the importance of market orientation on organizational culture the shared set of values for putting customers first on strategy the creation of superior value for a firm s customers and on tactics the set of cross functional activities directed at creating and satisfying customers An illustrious group of authors under the leadership of MSI Executive Director Rohit Deshpand Harvard Business School has collaborated on this unique and timely book The wisdom of Developing a Market Orientation should be experienced by all business leaders scholars and students Developing a market orientation Robert W. Ruekert,1992 Essentials of Marketing Paul Baines, Chris Fill, Kelly Page, 2013 Building on the outstanding success of Baines Fill and Page s bestselling textbook Essentials of Marketing has arrived This is the must have textbook for students looking to excel in their studies and careers

Proceedings of the 1998 Academy of Marketing Science (AMS) Annual Conference John B. Ford, Earl D. Honeycutt, Jr., 2015-02-05 This volume includes the full proceedings from the 1998 Academy of Marketing Science AMS Annual Conference held in Norfolk Virginia The research and presentations offered in this volume cover many aspects of marketing science including marketing strategy consumer behaviour entrepreneurial marketing international marketing advertising marketing education among others Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complimenting the Academy s flagship journals the Journal of the Academy of Marketing Science JAMS and AMS Review Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science

Competitive Intelligence, Analysis and Strategy Sheila Wright, 2014-07-10 The Holy Grail for most organisations is the successful attainment and retention of inimitable competitive advantage This book addresses the question of how to

leverage the unique intangible assets of an organisation its explicit implicit acquired and derived knowledge The refreshingly innovative concept of Intelligence Based Competitive Advantage is one which will eclipse the cost driven and resource reduction attitudes most prevalent in the first decade of this century Tomorrow s organisation will need to derive IBCA through the expert execution of bespoke competitive intelligence practice unique analytical processes pioneering competitive strategy formulation and timely execution of all three if they are to succeed This volume consists of insights from Competitive Intelligence practices at both country and organisational level Competitive Analysis processes within the firm and within challenging sector and economic environments and Competitive Strategy formulation in profit non profit real and virtual world contexts It is essential reading for anybody wishing to gain a formal understanding of the practical and intellectual challenges which will face organisations in the future as they strive to achieve strategic foresight and Intelligence Based Competitive Advantage This book was originally published as two special issues of the Journal of Strategic Marketing

Safety and Security in Tourism Noel Scott, Eric Laws, Bruce Prideaux, 2013-09-13 Natural disasters wars and conflicts epidemics and other major crises can devastate a tourism service or destination Though there is extensive literature and research on preparation and coping with tourism crises there is a gap in information on how to best market and recover from the destruction of caused to tourism businesses and destinations This book fills the gap by comprehensively examining how to rebuild the market for a tourism service or destination after a catastrophe This important book presents leading experts from around the world providing useful instruction on effective ways to plan for future crisis response and strategies for recovering business A crisis may arise from several types of destructive occurrences from natural physical destruction of important infrastructure to acts of terrorism Because of the broad range of potential problems there is no single strategy for which to deal with crises The book explores a wide range of catastrophes from Hurricane Katrina to tsunamis to war taking a detailed look at management and administrative strategies which can help stimulate tourism recovery This book explores stealth and catastrophic risks risk perceptions mediating the effects of natural disasters on travel intention and various marketing strategies designed to bring customers back This volume may become one of the most crucial resources in a tourism professional s library The book is extensively referenced and includes several tables and figures to clearly explain data This book is essential reading for tourism researchers tourism educators tourism industry managers and tourism industry administrators This book was published as a special issue of the Journal of Travel Tourism Marketing Advances in Hospitality and Leisure Joseph S. Chen, 2018-12-05 This fourteenth annual volume includes eight full papers and three research notes As for data collection most articles deploy either a quantitative or qualitative approach while two present Developing the Domain of Internal Market Orientation & Its Consequences for Market Orientation & conceptual models Performance Ian Lings, 2000 Exploring Proactive Market Strategies Harald Brege, 2018-05-14 How can firms become more successful and achieve higher business performance How can they manage more complex and dynamic markets and

maintain a high competitiveness The answer is through a more proactive approach to managing the market and creating customer value This thesis explores proactive market strategies which are firm s proactive strategies for creating communicating and delivering superior value to their customers thereby achieving superior business performance Prior literature in market orientation has touched the area of proactiveness in firms approach to the market but never properly defines proactiveness and lacks a clear connection to actual firm activities Thus in order to better understand how firms can gain the performance benefits from proactiveness this thesis sets out to explore what proactiveness in a market strategic context entails and what proactive activities firms perform in implementing their proactive market strategies The research is based on two papers each detailing one of the two complementary branches of the research The first paper presents the conceptual work focusing on a typology of marketoriented strategic behaviors which are important for understanding how firms can gain the potential performance benefits of market orientation and how they can achieve behavioral fit among their activities The second paper presents the empirical work focusing on the qualitative case study performed and the themes of proactiveness that emerged from it These papers are then synthesized into a holistic view of proactive market strategies in the thesis The thesis finds that proactiveness at the firm level in a marketing context means a firm is future oriented initiative taking change inducing and creative With a basis in this definition and the extensive literature on market orientation the thesis presents conceptual developments that are important for understanding proactiveness in market strategy such as a framework for understanding market strategies through firm activities and one for identifying and categorizing different types of proactive activities Furthermore the thesis gives more detailed descriptions of the case firms and how their proactive activities help them achieve success This results in a thorough exploration of proactive market strategies which contributes to the marketing and strategic management literatures by clearly defining proactiveness conceptualizing and describing proactive market strategies and delineating proactive firm activities to better understand how firms are being proactive In doing so the thesis provides interesting directions for future research and presents interesting implications for managerial practice Organizing to Become Market-driven Gordon S. Swartz, 1990 Development And Democracy In The Third World Abbas Pourgerami, 1991-10-17 In this original study Abbas Pourgerami provides a comprehensive analysis of economic development and its relationship to political democracy Evaluating statistical associations among social economic and political performance variables of 104 Third World countries Pourgerami determines the prospects for democracy in the developing world He demonstrates that economic well being and political liberty are mutually reinforcing processes challenging the traditional notion that economic progress necessitates sacrifices to democratic government Orientation Howard Warren Olsen.2001 Exploring Proactive Market Strategies Harald Brege, 2020-09-09 In discussions of firm strategy proactivity is often mentioned as an enabler of effective goal accomplishment and high performance However it is rarely explained what more precisely being more proactive actually entails or even indeed defined what is meant by the

term proactivity in this particular context This dissertation seeks to investigate proactivity and its role in shaping firms market strategies From prior research on proactivity in the strategic marketing domain we know that proactive firms on average develop more radical innovation are better at managing complex and highly competitive environments and seem to achieve higher business performance However few if any of these prior studies properly define proactivity and take a more holistic perspective on its impact on firms market strategies In this dissertation I propose a definition of proactivity through three main proactive characteristics being future oriented taking the initiative and driving change Thus a proactive firm does not wait for things to happen and then react to those events Instead it keeps a long term horizon on its scanning for market intelligence and takes action before things happen in order to create the change needed to improve its situation While certainly not all proactive actions are successes particularly not if the firm lacks proper awareness of the situation or exceeds its capabilities in its striving to shape events proactive firms do have access to a broader set of opportunities than their less proactive competitors To understand how proactivity influences market strategies it is first necessary to understand market strategy itself a bit closer I define market strategies as firms strategies for creating customer value According to the market orientation literature the basis of achieving long term high firm performance is to consistently provide customers with superior value to that of the competition Thus firms market strategies are squarely at the center of their efforts to become more successful To study these strategies and the effects they have it is necessary to go beyond strategy documents and study the actual activities that firms perform to implement them A market strategy in my conceptualization can thus be perceived as a coherent set of activities aimed at fulfilling certain goals leading to the creation of customer value These activities can then be further categorized according to the strategic orientations that drive the firm s strategy making with customer orientation competition orientation and innovation orientation being the orientations that have the most impact on market strategies From this conceptual foundation the dissertation takes four different approaches to investigating proactive market strategies each presented in one of the four appended papers In the first paper a conceptual typology of different types of market strategies based on different value creation logics which are the combinations of responsiveness and proactivity that influence a firm s value creation efforts is presented In the second paper the market strategies of five proactive firms are investigated to find three generic proactive market strategies each representing a typical way for firms to employ proactivity in their market strategies. The third paper uses fuzzy set qualitative comparative analysis to investigate the configurations of proactivity market environment and different market strategies that consistently lead to high market strategic effectiveness Finally the fourth paper goes more in depth in exploring the activities that firms employ to create value for customers with particular focus on the different activities that are performed during different stages of contact with a customer Through this thorough investigation of proactive market strategies this dissertation presents a holistic view of proactivity and its impact on firms market strategies and their associated activities As this is the first proper holistic view of

proactivity in market strategy and also the first attempt to properly define proactivity in the market strategic context the dissertation also provides directions for future research Vi m ste vara mer proaktiva r en fras som s kerligen har dragits p m nga strategim ten I s v l internationaliserade j ttar som lokala sm f retag tj nstef retag likv l som tillverkande industrier har det i styrelserum ledningsm ten pratats om behovet att vara mer proaktiv Det uppenbara r att proaktivitet ses som n got positivt n got som kan hj lpa f retaget bli b ttre mer konkurrenskraftigt och s vidare Men vad menar man egentligen med att vara proaktiv i det h r sammanhanget Och hur p verkar det egentligen f retags prestationsf rm ga Harald Brege vid Link pings Universitet har studerat proaktivitet och hur f retag kan anv nda det f r att ka effektiviteten p sina marknadsstrategier d v s deras strategier f r att skapa kundv rde Proaktivitet r en nyckel som kan l sa upp m jligheter f r f retag att bli b ttre p att hantera en fr nderlig och komplex omv rld och st rka sin konkurrenskraft Slr man upp ordet proaktiv i SAOL fr man veta att det betyder f rebyggande eller f rutseende men f r att kunna anv ndas som ett verktyg f r strategiutveckling beh vs en mer any ndbar definition n s Ur ett strategiskt perspektiv s har proaktivitet tre huvudsakliga komponenter att vara l ngsiktig att ta initiativet och att driva f r ndring Det viktigaste f r ett proaktivt f retag r att inte vara passiva och v nta p att n got h nder som tvingar dem till fr ndring eller att bara reaktivt agera p det som finns i omv rlden Ist llet s blickar man fram t identifierar de potentiella s tt som en situation kan utvecklas p och tar sedan initiativet och agerar f r att f r ndra situationen s att den passar f retaget b ttre Dock s r cker det inte bara att bli proaktiv och s f r man stora vinster p direkten F r att proaktiviteten ska bli framg ngsrik s m ste ett f retag dels arbeta f r att skaffa en grundlig f rst else av sin omgivning dels se till de olika delarna i deras marknadsstrategi h nger ihop och arbetar mot samma m l r strategin otydlig eller om f retaget h ller p med saker de inte har insikt i s r proaktivitet ist llet sannolikt att ge d liga resultat Genom att arbeta f r att f rst sina kunder p djupet s kan proaktiva f retag snabbt komma med l sningar till behov inklusive behov som kanske inte ens kunderna sj lva hade identifierat Genom att aktivt arbeta med att f r ndra kunders uppfattning av vad en leverant r ska g ra f r dem och att p verka politiker och andra intressenter s kan proaktiva f retag forma sina marknader f r att b ttre passa dem Genom att driva produktutveckling som fokuserar p morgondagens produkter och att testa nya m jligheter inte bara sm f rb ttringar av samma gamla produkter s kan proaktiva f retag skapa innovativa nya erbjudanden som v nder upp och ner p marknaden Dessa tre exempel belyser de tre generiska proaktiva marknadsstrategier som har identifierats kundengagemang marknadsformande och innovationsledarskap Proceedings of the International Topical Meeting on Nuclear and Hazardous Waste Management--Spectrum '96, 1996 The Chinese Business Environment Fuming Jiang, Bruce William Stening, 2006 This unique annotated bibliography contains the most important studies of the Chinese business environment comprising almost 1000 references to articles published in English language journals in the past fifteen years or so The editors have sought to focus on those writings that deal fairly directly with the impact of the Chinese business environment on foreign firms doing business in China Each work is fully referenced in a standard format has a brief description of its

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