



Direct Marketing An Integrated Approach

JOBBER, DAVID



Direct Marketing An Integrated Approach:

Direct Marketing William J. McDonald, 1997 This is a text with cases appropriate for a course called database marketing or direct marketing The author's own case analysis software titled THE DIRECT MARKETING STRATEGY SYSTEM will also be packaged with every copy of the text This text makes great use of the information published in business to business periodicals and draws on current texts in direct marketing marketing strategy and marketing management It also relies on the author's extensive business knowledge teaching experience and publication experience in direct marketing

An Integrated Approach to Direct Marketing & Distribution of Coffee to the Hispanic Market in New York City Jose Puente, Mercy College (Dobbs Ferry, N.Y.), 2004

Convergence Marketing Richard Rosen, 2009-03-16 Offering a common language better processes and a set of practical tools Convergence Marketing is a real world guide that successfully combines the best of brand and direct into something more powerful and effective than either can be on its own Convergence marketing offers the kind of real time accountability that positions marketing as a vital and effective component of leadership's overall business strategy Convergence brings brand and direct together with respect to both disciplines within the same silos And it offers the necessary tools and processes that deliver better results Our global market demands nothing less than this fully integrated approach Convergence Marketing is the key to shifting marketing communications efforts from a cost based to a profit driven model and will have your CFO begging you to spend more money

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Direct Marketing William J. McDonald (Ph. D.), 1998 This text and disk aim to provide comprehensive coverage of direct marketing practice and techniques exploring marketing strategy and marketing management Ten case studies are included

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