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Strategic Marketing Management (9th Edition) outlines the essentials of marketing theory and offers a structured approach to identifying, understanding, and solving marketing problems. This book presents a comprehensive framework for developing sound marketing strategies that guide business decisions involving product and service design, branding, pricing, sales promotion, communication, and distribution.

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Ideally, marketing should result in a customer who is ready to buy."7 The American Marketing Association offers this managerial definition: Marketing (management)is the process of planning and executing the conception, pricing, promotion, and distribution of ideas, goods, and services to create exchanges

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