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Strategic Brand Management

Building, Measuring, and Managing Brand Equity

FOURTH EDITION

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Keller: Strategic Brand Management eBook GE 4e Kevin Lane Keller, 2013-11-06 For students managers and senior executives studying Brand Management Keller's market leading strategic brand management book provides insights into profitable brand strategies by building measuring and managing brand equity. The Global Edition strengthens relevance by using locally applicable examples that include Scoot Hyundai Etisalat Qantas Uniqlo Mambo. The full text downloaded to your computer. With eBooks you can search for key concepts words and phrases make highlights and notes as you study share your notes with friends. eBooks are downloaded to your computer and accessible either offline through the Bookshelf available as a free download available online and also via the iPad and Android apps. Upon purchase you'll gain instant access to this eBook. Time limit: The eBooks products do not have an expiry date. You will continue to access your digital ebook products whilst you have your Bookshelf installed.

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Strategic Brand Management, 3/E Keller,2008 Keller Strategic Brand Management 3E Provides Insights Into How To Create Profitable Brand Strategies By Building Measuring And Managing Brand Equity

Competitive Success John A. Davis,2010-02-15 Competitive Success How Branding Adds Value explains how companies can realize substantial competitive advantages and gains in financial and perceptive value if they develop a brand centric philosophy It describes the latest brand frameworks emphasizing their practical applications The book presents a comprehensive review of the entire brand spectrum including Brand strategy Implementation Customer brand insight Resource allocation Performance measurement

Strategic Brand Management, 4th Edition Alexander Chernev,2025-01-15 Strategic Brand Management outlines a systematic approach to understanding the key principles of building strong brands This book offers a cohesive framework for brand management highlighting the distinct role of brands in creating market value Topics covered include crafting a compelling value proposition designing brand attributes developing impactful communication campaigns managing brand portfolios cobranding brand repositioning managing brands over time protecting the brand measuring brand impact and creating a strategic brand management plan Clear concise and practical Strategic Brand Management is the definitive text on building strong brands

The Handbook of Brand Management Scales Lia Zarantonello,Véronique Pauwels-Delassus,2015-08-05 The Handbook of Brand Management Scales is a concise clear and easy to use collection of scales in brand management Scales are a critical tool for researchers measuring consumer insights emotions and responses Existing handbooks of marketing scales do not include or include very few scales related to brand management constructs This book is the first to meet this need Sample scales include brand personality brand authenticity consumer brand relationships and brand equity Each scale is included with a clear definition of the construct it is designed to benchmark a description of the scale itself how to use it and examples of possible applications in managerial and academic contexts A much needed reference point this is a unique vital and convenient volume that should be within reach of every marketing scholar s and manager s desk

Strategic Marketing Management: Theory and Practice Alexander Chernev,2019-01-01 Strategic Marketing Management Theory and Practice offers a systematic overview of the fundamentals of marketing theory defines the key principles of marketing management and presents a value based framework for developing viable market offerings The theory presented stems from the view of marketing as a value creation process that is central to any business enterprise The discussion of marketing theory is complemented by a set of practical tools that enable managers to apply the knowledge contained in the generalized frameworks to specific business problems and market

opportunities The information on marketing theory and practice contained in this book is organized into eight major parts The first part defines the essence of marketing as a business discipline and outlines an overarching framework for marketing management that serves as the organizing principle for the information presented in the rest of the book Specifically we discuss the role of marketing management as a value creation process the essentials of marketing strategy and tactics as the key components of a company s business model and the process of developing an actionable marketing plan Part Two focuses on understanding the market in which a company operates Specifically we examine how consumers make choices and outline the main steps in the customer decision journey that lead to the purchase of a company s offerings We further discuss the ways in which companies conduct market research to gather market insights in order to make informed decisions and develop viable courses of action Part Three covers issues pertaining to the development of a marketing strategy that will guide the company s tactical activities Here we focus on three fundamental aspects of a company s marketing strategy the identification of target customers the development of a customer value proposition and the development of a value proposition for the company and its collaborators The discussion of the strategic aspects of marketing management includes an in depth analysis of the key principles of creating market value in a competitive context The next three parts of the book focus on the marketing tactics viewed as a process of designing communicating and delivering value Part Four describes how companies design their offerings and specifically how they develop key aspects of their products services brands prices and incentives In Part Five we address the ways in which companies manage their marketing communication and the role of personal selling as a means of persuading customers to choose purchase and use a company s offerings Part Six explores the role of distribution channels in delivering the company s offerings to target customers by examining the value delivery process both from a manufacturer s and a retailer s point of view The seventh part of the book focuses on the ways in which companies manage growth Specifically we discuss strategies used by companies to gain and defend market position and in this context address the issues of pioneering advantage managing sales growth and managing product lines We further address the process of developing new market offerings and the ways in which companies manage the relationship with their customers The final part of this book presents a set of tools that illustrate the practical application of marketing theory Specifically Part Eight delineates two workbooks a workbook for segmenting the market and identifying target customers and a workbook for developing the strategic and tactical components of a company s business model This part also contains examples of two marketing plans one dealing with the launch of a new offering and the other focused on managing an existing offering

Strategic Brand Storytelling Adam J. Mills, 2025-02-12 In a world where the power of a brand is etched through stories this book emerges as a critical exploration into the essence and impact of narrative in branding It delves into the strategic dimensions of brand storytelling and presents a comprehensive journey from the foundational theories to the practical implications of storytelling in marketing Readers will explore how brands leverage stories to forge

deep connections evoke emotions and differentiate themselves in a cluttered marketplace Through a series of insightful contributions this book examines the architecture of brand stories investigates their role in guiding marketing strategy and discusses their impact on stakeholder engagement This volume is an invaluable resource for marketing professionals brand managers and scholars offering both a deeper theoretical understanding and practical frameworks to harness the transformative power of storytelling in strategic brand management The chapters in this book were originally published as a special issue of Journal of Strategic Marketing

Strategic Marketing Management - The Framework, 10th Edition
Alexander Chernev, 2019-01-01 Strategic Marketing Management The Framework outlines the essentials of marketing theory and offers a structured approach to identifying and solving marketing problems This book presents a strategic framework to guide business decisions involving the development of new offerings and the management of existing products services and brands

Defining and Measuring the "Market for Brands": Are Emerging Economies Catching Up? World Intellectual Property Organization, Carl Benedikt Frey, Atif Ansar, Sacha Wunsch-Vincent, 2014 Markets for brands as defined in this paper play an important but underappreciated economic role in today's global economy The ability to use Market for Brands allows companies to diversify their business access competences and generate new revenues without substantial investments This paper defines and provides a taxonomy for different brand markets then analyzes the economic rationale of such markets It also assesses the relative importance of the different brand related transaction types in developed and emerging economies alike

Connecting Brand Identity and Consumer-Based Brand Equity for Tourism Destinations Julian Michael Hodson, 2021-04-23 The study proposes and empirically validates an integrated model of leisure visitors destination brand associations that can guide destination marketing and branding activities for both the brand identity and the consumer based brand equity CBBE perspective A ten phase empirical research design is established and data is collected from a sample of German leisure visitors to the Balearic Island of Mallorca Spain Structural equation modeling SEM provides empirical evidence of construct validity and reveals strong support for the validity of the proposed structural theory of leisure visitors destination brand associations Results also demonstrate that the structural model possesses excellent levels of predictive power and validity Importantly the model performs very well in the overall prediction of consumers destination brand attitudes and loyalty

Managing Fashion Kaled K. Hameide, 2020-11-19 The fashion industry is a multibillion dollar global industry with a variety of organizational structures and a multitude of challenges Such scope triggered the recent rise in management programs in the U S and Europe aiming to produce and train young managers to meet such global and diverse challenges Managing Fashion covers the fashion business with a twist a management twist Its goal is to tackle the topics from a fashion manager perspective referencing relevant management concepts and theories thus offering a deeper and more practical dimension to the issues addressed It offers a balanced mix of fashion and management theory and application as well as creating an opportunity for analysis and critical thinking Discussions throughout the book are

supported by specially developed case studies and relevant examples taken from the fashion industry It is an opportunity to expose the fashion student or reader as well as aspiring fashion managers to a more practical approach to fashion theories and issues Managing Fashion will serve as a core text for Fashion Studies Fashion Entrepreneurship and Fashion Merchandising majors as well as for special business degrees and management certificates targeting the fashion industry

Proceedings of the International Conference on Business, Management, Accounting and Sustainable Economy (ICBMASE 2023) Ahmad Farabi, Sharifah Nabilah Syed Salleh, Qurroh Ayuniyyah, Nawalin Nazah, 2024-05-01 This is an open access book This event is organized by PT Orca Industri Akademi as main host in collaboration with several universities from Indonesia and overseas The event will be held with presentations delivered by researchers from the international communities including presentations from keynote speakers and scientific parallel session presentations The conference will adopt a hybrid conference with online and offline presentation will be delivered Furthermore this event will be providing opportunity for the delegates to meet interact and exchange new ideas in the various areas of business management finance accounting and economy in wider perspectives Moreover ICBMASE 2023 aims in proclaim knowledge and share new ideas amongst the professionals industrialists and students to share their research experiences research findings and indulge in interactive discussions and special sessions at the event

The Routledge Companion to Corporate Branding Oriol Iglesias, Nicholas Ind, Majken Schultz, 2022-04-28 This companion is a prestige reference work that offers students and researchers a comprehensive overview of the emerging co created multi stakeholder and sustainable approach to corporate brand management representing a paradigm shift in the literature The volume contains 30 chapters organised into 6 thematic sections The first section is an introductory one which underscores the evolution of brand management thinking over time presenting the corporate brand management field introducing the current debates in the literature and discussing the key dimensions of the emerging corporate brand management paradigm The next five sections focus in turn on one of the key dimensions that characterize the emerging approach to corporate brand management co creation sustainability polysemic corporate narratives transformation history and future and corporate culture Every chapter provides a deep reflection on current knowledge highlighting the most relevant debates and tensions and offers a roadmap for future research avenues The final chapter of each section is a commentary on the section written by a senior leading scholar in the corporate brand management field This wide ranging reference work is primarily for students scholars and researchers in management marketing and brand management offering a single repository on the current state of knowledge current debates and relevant literature Written by an international selection of leading authors from the USA Europe Asia Africa and Australia it provides a balanced authoritative overview of the field and convenient access to an emerging perspective on corporate brand management

Fundamentals of Marketing Dr. Saurav Kumar, 2024-11-29 The book employs a contemporary approach to highlight the significant applications and ramifications of marketing concepts by drawing links

between subjects solutions and actual issues This multifaceted framework drives the integration of concepts while maintaining a modular chapter structure A balanced presentation of both the theoretical and practical aspects is made Students that take Fundamentals of Marketing are exposed to a wide variety of industries businesses brands and services that are both for profit and nonprofit The primary marketing course for undergraduate and postgraduate business majors and minors is the focus of Fundamentals of Marketing

Brand Management in Emerging Markets: Theories and Practices Wang, Cheng Lu, He, Jiaxun, 2014-06-30 This book provides valuable and insightful research as well as empirical studies that allow audiences to develop implement and maintain branding strategies Provided by publisher

Religion as Brand Razieh Mahdiah, 2024-12-15 Religion as Brand An Analogy to Reconceptualize Religion delves into the complex relationship between religions and brands Through a process of abstraction the book creates an analogy to compare religion with brand which clarifies the similar functionalities of both within society and explores the complexities in this comparison beyond mere semiotic aspects Through this innovative lens it unveils the common mechanisms of both phenomena and unveils fundamental incentives and needs in human being nature that are evoked and fulfilled by these two social institutions Across four diverse case studies the book examines this analogy in real world contexts and demonstrates how this approach can generate hypotheses These cases explore diverse scenarios including ISIS and Al Qaeda as sub brands of Islam the dynamic of Islam and Judaism as brands in the Israeli Palestinian conflict Ashura ceremonies as a campaign for Shi i Islam and the narrativity of Evangelicalism as a sub brand of Christianity This thought provoking exploration generates new hypotheses and challenges preconceived notions of both religion and brand

Handbook of the Economics of Marketing, 2019-09-21 Handbook of the Economics of Marketing Volume One Marketing and Economics mixes empirical work in industrial organization with quantitative marketing tools presenting tactics that help researchers tackle problems with a balance of intuition and skepticism It offers critical perspectives on theoretical work within economics delivering a comprehensive critical up to date and accessible review of the field that has always been missing This literature summary of research at the intersection of economics and marketing is written by and for economists and the book s authors share a belief in analytical and integrated approaches to marketing emphasizing data driven result oriented pragmatic strategies

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