



THIRD EDITION

FINANCIAL SERVICES MARKETING

An International Guide to Principles and Practice



CHRISTINE ENNEW, NIGEL WAITE AND RÓISÍN WAITE

Financial Services Marketing An International Guide To Principles And Practice

**Christine Ennew, Nigel Waite, Róisín
Waite**



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University of Sibiu Romania the contributing chapters consider new business models theories practices and instruments from advanced and emerging economies in the context of recent global trends After over 20 years of increasing openness and liberation of the world economy recent events in regions such as Europe USA and Asia have created challenges to the idea of globalization and integration There is a delay between the real world economic changes and the reflection of such changes in the economic research literature The 2017 IECS conference and the enclosed papers aim to fill this gap in the study of globalization covering diverse topics such as business administration sustainability corporate social responsibility finance accounting tourism and business informatics *Financial Services Marketing* Christine Ennew, Nigel Waite, Róisín

Waite, 2024-10-02 This fourth edition of *Financial Services Marketing* firmly reinforces the book's role as a leading global educational resource combining appropriate conceptual principles with practical insights on how financial products and services are marketed in the real world The authors draw upon their extensive international experience marketing some of the world's best known financial brands including Lloyds TSB and Barclays Readers will gain a firm understanding of how financial products and services work within the commercial social economic governmental regulatory and environmental context in which they operate This fully updated and revised edition features A brand new chapter devoted to environmental social and corporate governance Revised coverage of the impact of digital advances in all aspects of business models and marketing practice including how artificial intelligence AI and social marketing are changing financial services and customer experience The latest regulatory developments for safeguarding the fair treatment of customers New and improved case studies that showcase best practice from around the world Upgraded Support Material including new teaching aids and references *Financial Services Marketing* is essential reading for advanced undergraduate and postgraduate students studying Marketing for Financial Services Marketing Strategy and Consumer Ethics in Finance It is also suitable for executive students studying for professional qualifications and executive MBAs **Studyguide for Financial Services**

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The Influence of National Culture on Customers' Cross-Buying Intentions in Asian Banking Services Jung Kee Hong, You-il Lee, 2014-04-24 The traditional walls between banking insurance and securities markets are breaking down as a result of deregulation and liberalization of financial services The cross buying of financial services has become a global trend as a part of the convergence of financial services This trend has recently commenced in East Asian countries such as Taiwan and Korea where the tremendous growth of these activities has been noticed The book explores what the determinants of this growth in East Asia particularly in Korea and Taiwan are and how these determinants influence differently to the customers of these two countries when compared with the studies conducted on other countries e g Europe and North America The book opens the view on the subject of customers behavioral intentions of cross buying banking services in East Asian countries especially from a cross cultural perspective and empirically tested findings help marketing personnel in financial institutions marketing practitioners in banks and researchers of financial services and marketing understanding on East Asia such as Taiwan and Korea where the tremendous growth of these activities has been noticed in recent years

The Concept of Permanent Establishment in the Insurance Business Daniele Frescurato, 2021-04-22 siness models adopted by insurance companies and comparative analysis of double tax treaty policies adopted in a number of countries with respect to the permanent establishment provision in the insurance business highlighting Switzerland for comparative purposes In a concluding chapter the author proposes changes to the definition of the dependent agent permanent establishment currently enshrined in the model treaties and their respective commentaries aligning such a definition to the regulatory framework in which insurance companies conduct their business in countries other than that of incorporation As a highly significant and timely contribution to the study of the interplay between insurance regulation and tax implications this very original work will prove of especial value to practitioners in international tax and insurance law as well as professionals in the financial services sector and tax academics

Business Fundamentals for Engineering Managers C.M. Chang, 2014-08-31 Engineering managers and professionals make a long and lasting impact in the industry by regularly developing technology based projects as related to new product development new service innovation or efficiency centered process improvement or both to create strategic differentiation and operational excellence for their employers They need certain business fundamentals that enable them to make decisions based on both technology and business perspectives leading to new or improved product or service offerings which are technically feasible economically viable marketplace acceptable and customer enlightening This book consists of

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