

Global Marketing

FIFTH EDITION

Kate Gillespie and K. Scott Swan



Global Marketing Gillespie

Leo Paul Dana

Global Marketing Gillespie:

Global Marketing Kate Gillespie, 2015-07-03 This textbook introduces students to the important concepts of global marketing today and their managerial implications Designed to be shorter than many other textbooks Global Marketing focuses on getting to the point faster Increasingly marketing activities must be integrated at a global level Yet the enduring influence of culture requires marketers to adapt local strategies in light of cultural differences Global Marketing takes a similar strategic approach recognizing the need to address both the forces of globalization and those of localization Other key features include Coverage of often overlooked topics such as the competitive rise of China's state owned enterprises the importance of diasporas as target markets and the emerging threat to legitimate marketers from transnational criminal organizations A chapter dedicated to understanding global and local competitors setting the stage for ongoing discussion of both buyers and competitors in an increasingly competitive global marketplace Extensive real life examples and cases from developed and emerging markets including insights into the often overlooked markets of Africa Latin America and the Middle East Written in a student friendly style previous editions have received praise from both students and instructors This edition continues to build on this strong foundation making this the book of choice for students of global marketing classes

Global Marketing (2008 Edition) Gillespie, Jeannet, Hennessey, 2009-01-07 The concise book covers the essential concepts of global marketing with the aid of extensive real life examples and cases The book offers balanced coverage of developed and developed markets including insights into the often overlooked markets of Africa Latin America and the Middle East It features comprehensive coverage of current topics based on the authors extensive research and consulting experience An early introduction to culture and marketing prepares students to integrate cultural analysis throughout the Global Marketing Kate Gillespie, K. Scott Swan, 2021-09-30 Strategic comprehensive and concise the fifth edition course of this popular textbook introduces students to the important concepts of global marketing today and their managerial implications Increasingly marketing activities must be integrated at a global level Yet the enduring influence of culture requires marketers to adapt local strategies in light of cultural differences Global Marketing takes a strategic approach recognizing the need to address both the forces of globalization and those of localization Key updates include Extensive real life examples and cases from developed and emerging markets including Africa Latin America and the Middle East New topics such as digital distribution options the participation of customers and the rise of social media including Twitter Facebook and TikTok Updated exploration of often overlooked topics such as China's state owned enterprises the importance of diasporas as target markets the threat of transnational criminal organizations to legitimate marketers and new tensions among trading partners A stronger recognition of the need for a growth mindset value orientation and innovation Written in a student friendly style this fully updated new edition continues to be the textbook of choice for students of global marketing Gillespie Global Marketing Plus Wall Street Journal Fifteen Week Subscription Card Plus Blackboard Web Ct Second

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