Digital Marketing Excellence Planning Optimizing And Integrating Online Marketing

This book examines how digital technologies enable collaboration as a way for individuals, teams and businesses to connect, create value, and harness new opportunities. Digital technologies have brought the world closer together but also created new barriers and divides. While it is now possible to connect almost instantly and seamlessly across the globe, collaboration comes at a cost; it requires new skills and hidden 'collaboration work', and the need to renegotiate the fair distribution of value in multi-stakeholder network arrangements. Presenting state-of-the-art research, case studies, and leading voices in the field, the book provides academics and professionals with insights into the diverse powers of collaboration in the digital age, spanning collaboration among professionals, organisations, and consumers. It brings together contributions from scholars interested in the collaboration of teams, cooperatives, projects, and new cooperative systems, covering a range of sectors from the sharing economy, health care, large project businesses to public sector collaboration.
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Digital Marketing: Dieses Buch zeigt Ihnen, wie es funktioniert Dieses praxisorientierte Buch bietet anhand von Best Practices einen umfassenden und branchenübergreifenden Überblick über den aktuellen Stand des Digital Marketings sowie über zukünftige Herausforderungen und Chancen. Denn nur Unternehmen, die im Zuge der Digitalisierung innovative Wege beschreiten, sind in der Lage, langfristig bestehende oder neue Zielgruppen zu gewinnen oder an sich zu binden. Im Bereich Sales und Marketing führt an neuen Medien und Instrumenten wie sozialen Netzwerken, Storytelling oder Thought Leadership kein Weg mehr vorbei. Daher klären die Autoren in diesem Werk zunächst grundlegende Fragen wie: Was ist Digital Marketing und wie kann man es nutzen? Anhand von Erfolgsgeschichten aus der Praxis leiten sie Handlungsempfehlungen für die digitale Marketingkommunikation ab. Im zweiten Teil liegt der Fokus auf der Praxis: Best-Practice-Beispiele zeigen, wie erfolgreiches Online- und Social-Media-Marketing konzipiert, umgesetzt und bewertet wird. So werden Konzepte und Strategien durch Anschauungsbeispiele verdeutlicht. Auf diese Weise liefert Ihnen dieses Digital-Marketing-Buch viele Ansätze und Impulse, die sowohl renommierte Unternehmen als auch Start-ups umsetzen können. Ein Leitfaden für Theorie und Praxis Durch seinen thematischen Schwerpunkt richtetet sich das Werk vorrangig an folgende Zielgruppen: Marketing- und Vertriebsexperten, welche die Möglichkeiten des Online-Marketings für ihr Unternehmen nutzen möchten Praxisinteressierte Marketers aus der Wissenschaft Dozierende sowie Studierende der Betriebswirtschaft mit den Schwerpunkten Marketing, Management, Kommunikation, PR, Wirtschaftspsychologie oder Soziologie Eine inhaltliche Mischung, die überzeugt Inhaltlich geben Ihnen die Autoren in diesem Buch zunächst einen Überblick über den aktuellen Stand sowie die Herausforderungen des Digital Marketings. Einen umfassenden Schwerpunkt bilden im Anschluss Fallbeispiele sowie Case Studies aus dem Online-Marketing von verschiedenen Unternehmen und Agenturen. So wird mit Blick auf die Praxis deutlich, wie Konzerne Chancen des digitalen Marketings als Basis für ihre Erfolgsstrategien nutzen. Auf diese Weise überzeugt dieses Buch durch seine abwechslungsreiche Mischung aus Theorie und Praxis des Digital Marketings.
'eMarketing eXcellence' offers an exciting new approach to help you build a customer-driven e-business. As the core text for the CIM's E-marketing award, the book offers a highly structured and accessible guide to a critical subject, providing a useful reference point for all students and managers involved in marketing strategy and implementation. A practical guide to creating and executing e-marketing plans, this book combines established approaches to marketing planning with the creative use of new e-models and e-tools. It is designed to support both marketers who are integrating e-marketing into their existing marketing and communications strategies and experienced e-marketers looking to optimise their e-marketing. The book shows how to: · Draw up an outline e-marketing plan · Evaluate and apply e-marketing principles & models · Integrate online and offline communications · Implement customer-driven e-marketing · Reduce costly trial and error · Measure and enhance your e-marketing · Drive your e-business forward As the core text for the CIM's new professional E-marketing Award, it provides comprehensive, critical coverage of the key areas of e-marketing planning for marketing professionals. Established marketing concepts such as customer relationship management, the marketing mix and the widely adopted SOSTAC® planning system, are re-examined in the new media context - and new approaches are defined, including business models, traffic building and web site design. A highly practical user focused introduction The most highly regarded author team in this new field The core text for the CIM's E-marketing award
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Now in its fourth edition, the hugely successful Emarketing Excellence is fully updated; keeping you in line with the changes in this dynamic and exciting field and helping you create effective and up-to-date customer-centric e-marketing plans. A practical guide to creating and executing e-marketing plans, it combines established approaches to marketing planning with the creative use of new e-models and e-tools. This new edition seamlessly integrates social media technology like Facebook check-in, social networking, tablets and mobile applications into the mix, demonstrating how these new ways to reach customers can be integrated into your marketing plans. It also includes brand new sections on online marketing legislation and QR codes, plus an expanded section on email marketing, the most commonly used e-marketing tool. Offering a highly structured and accessible guide to a critical and far-reaching subject, Emarketing Excellence 4e provides a vital reference point for all students of business or marketing and marketers and e-marketers involved in marketing strategy and implementation and who want a thorough yet practical grounding in e-marketing.
Many governments in developing nations are finding it nearly impossible to address challenges posed to their countries, including poverty, disease, and high levels of youth unemployment. Thus, social entrepreneurs are attempting to address these social challenges through the creation of social enterprises. However, further research is needed as to what social entrepreneurship is and how these enterprises can utilize and formulate marketing strategies. Strategic Marketing for Social Enterprises in Developing Nations provides innovative insights for an in-depth understanding of where marketing and social entrepreneurship interact, providing clarity as to what social entrepreneurship is as an organizational offering, what drives social entrepreneurship, and the formulation of marketing strategies for social enterprises. Highlighting topics such as income generating, marketing management, and media dependency theory, it is designed for managers, entrepreneurial advisors, entrepreneurs, industry professionals, practitioners, researchers, academicians, and students.
Business-to-consumer (B2C) and consumer-to-consumer (C2C) e-commerce transactions, including social commerce, are rapidly expanding,

although e-commerce is still small when compared to traditional business transactions. As the familiarity of making purchases using smart devices continues to expand, many global and regional investors hope to target the ASEAN region to tap into the rising digital market in this region. The Handbook of Research on Innovation and Development of E-Commerce and E-Business in ASEAN is an essential reference source that discusses economics, marketing strategies, and mobile payment systems, as well as digital marketplaces, communication technologies, and social technologies utilized for business purposes. Featuring research on topics such as business culture, mobile technology, and consumer satisfaction, this book is ideally designed for policymakers, financial managers, business professionals, academicians, students, and researchers.

This is an important text for all students and practitioners of Business Intelligence (BI) and Customer Relationship Management (CRM). It provides a comprehensive resource for understanding and implementing Enterprise Resource Planning (ERP) and BI solutions within the organisational context. It provides an in-depth coverage of all key areas relating to the implementation of ERP and BI systems. It provides unique practical guidance on implementing ERP and BI strategies as formulated by the author and a range of academic practitioners and industry experts. Importantly, it demonstrates how these systems can be implemented in a real-world environment and in a way that provides strategic alignment that is compatible with the strategic vision of the organisation. The author presents a “BI Psychology Adoption Model” which represents new and innovative thinking in relation to how employees within organisations react to the introduction of new technology within the workplace.

Consumer interaction and engagement are vital components to help marketers maintain a lasting relationship with their customers. To achieve this goal, companies must utilize current digital tools to create a strong online presence. Competitive Social Media Marketing Strategies presents a critical examination on the integration of social networking platforms into business tactics and the challenges presented by consumers’ use of these online communities. Highlighting pivotal issues such as brand management, customer loyalty, and online services, this publication is a pivotal reference source for business managers, professionals, advanced-level students, and consultants interested in the latest research on the use of digital media tools for business opportunities.

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In recent times, the advent of new technologies, the concerns about sustainability, and the new tastes of the youngest generations of luxury consumers have affected the traditional dynamics of the luxury goods markets. These emerging issues have caused significant changes in the marketing of luxury goods. Sustainable development is not a new practice in the luxury market but is of increasing importance. The real challenge is for luxury companies to overcome the residual corporate social responsibility perspective to embrace a real integration of environmental, ethical, and social concerns into the corporate strategy. Integrated output and sustainable processes, the introduction of non-financial reporting as operational practice, and a new orientation to circular economy practices are emerging issues that still today request for a deeper exploration both on the academic and managerial point of view. Digitalization is another relevant issue that is reshaping the business model of luxury companies. Big data, blockchain, omnichannel experience, and digital customer experience represent the main digital challenges that luxury brand companies are facing nowadays. Luxury brands must keep up with these digital demands and sustainability concerns to maintain their position in the global market. Developing Successful Global Strategies for Marketing Luxury Brands upgrades the most relevant theoretical frameworks and empirical research about the marketing of luxury goods. This book is focused on contemporary issues affecting luxury industries such as digital transformation (blockchain, big data, analytics, innovation processes), sustainable development, changes in luxury consumers’ behavior, integration between physical and online channels, and the development of social media marketing strategies. Chapters will cover areas of marketing, management, buyer behavior, and international business, creating a multidisciplinary approach for this book. This book is ideal for scholars, local government agencies and public bodies, managers, luxury business owners, along with practitioners, stakeholders, researchers, academicians, and students who are interested in emerging issues affecting the luxury market, such as sustainability and digital transformation.

This book features a collection of high-quality, peer-reviewed research papers presented at the 7th International Conference on Innovations in Computer Science & Engineering (ICICSE 2019), held at Guru Nanak Institutions, Hyderabad, India, on 16–17 August 2019. Written by researchers from academia and industry, the book discusses a wide variety of industrial, engineering, and scientific applications of the emerging techniques in the field of computer science.

The first International Conference of Islam, Science, and Technology (ICONISTECH) 2019 is an annual event to bring researchers, academics, experts, and professionals in Science and Technology related to Industrial Revolution 4.0. In 2020, this event was held on July, 11-12th 2019 at Grand Tjokro, Bandung, Indonesia. The conference from any kind of stakeholders related to Mathematics and Its Application, Chemistry, Life Science, Physics, Applied Sciences, Agrotechnology, Computer Science, Electrical Engineering, Information Technology, Ethics in science and technology, Integrated Islam to Science and Technology. Each contributed paper was refereed before being accepted for publication. The double-blind peer-reviewed was used in the paper selection.

EBOOK: Principles and Practice of Marketing

Now in its fifth edition, the hugely popular Digital Marketing Excellence: Planning, Optimizing and Integrating Online Marketing is fully updated, keeping you in line with the changes in this dynamic and exciting field and helping you create effective and up-to-date customer-centric digital marketing plans. A practical guide to creating and executing digital marketing plans, it combines established approaches to marketing planning with the creative use of new digital models and digital tools. It is designed to support both marketers and digital marketers, and students of business or marketing who want a thorough yet practical grounding in digital marketing. Written by two highly experienced digital marketing consultants, the book shows you how to: Draw up an outline digital marketing plan Evaluate and apply digital marketing principles and models Integrate online and offline communications Implement customer-driven digital marketing Reduce costly trial and error Measure and enhance your digital marketing Learn best practices for reaching and engaging your audiences using the key digital marketing platforms like Apple, Facebook, Google and Twitter. This new edition seamlessly integrates the latest changes in social media technology, including expanded coverage of mobile technology, demonstrating how these new ways to reach customers can be integrated into your marketing plans. It also includes new sections on data analytics, clearly demonstrating how marketers can leverage data to their advantage. Offering a highly structured and accessible guide to a critical and far-reaching subject, Digital Marketing Excellence, Fifth Edition, provides a vital reference point for all students and managers involved in marketing strategy and implementation.

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Well Spent "Adrian Sargeant is the world's foremost fundraising scholar. This text will be invaluable to the beginner, but new research findings mean it should also be a must read for established practitioners." ?Steve Thomas, co-chair, Resource Alliance, and chairman, Stephen Thomas Ltd, Toronto "Designed and written to fill the void in current fundraising and development textbooks for both undergraduate and graduate students studying nonprofit management and leadership, Fundraising Principles and Practice surpasses my expectations for a comprehensive approach that will benefit American Humanics programs." ?SueAnn Strom, vice president, Academic Partnerships, American Humanics®, Inc. "Sargeant is the accessible academic and this is typical of his work. It is rigorously researched, clear, concise, well written, well presented and entirely appropriate. Any fundraiser who knows what Adrian knows will outperform the others. It's as simple as that." ?Ken Burnett, author, Relationship Fundraising and The Zen of Fundraising
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Plan, implement and optimize a tailored, end-to-end digital marketing strategy that aligns to wider business objectives with this bestseller, including updates on mobile, automation, AI and new data protection laws.
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