



Global Marketing

Kate Gillespie, H. David Hennessey

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Written for an undergraduate audience, but also successfully used in post-graduate courses, this concise text covers the essential concepts of global marketing with the aid of extensive real-life examples and cases. GLOBAL MARKETING offers balanced coverage of developed and developing markets, including insights into the often-overlooked markets of Africa, Latin America, and the Middle East. Written with the student in mind, the Third Edition 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 course. A chapter dedicated to the understanding of global and local competitors sets the stage for ongoing discussion of both buyers and competitors in an increasingly competitive global market.

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