



planning, advertising, pricing and distribution strategies as well as challenges of rural marketing are given. This Fourth Edition boasts of incisive coverage of all contemporary concepts and formats of marketing, including retailing, Internet marketing and telemarketing. It is further enriched by varied case studies that are drawn from the Indian experience and will go a long way to inculcate skills of analysis, logical thinking and decision making in students. Valuable not only to students and teachers of marketing management, the book is a must-have for practising managers who want to stay abreast with the latest developments in their field.

The country's first and only publication devoted to narrative journalism, The Caravan occupies a singular position among Indian magazines. It is a new kind of magazine for a new kind of reader, one who demands both style and substance. Since its relaunch in January 2010, the magazine has earned a reputation as one of the country's most sophisticated publications—a showcase for the region's finest writers and a distinctive blend of rigorous reporting, incisive criticism and commentary, stunning photo essays, and gripping new fiction and poetry. Its commitment to great storytelling has earned it the respect of readers from around the world. "India's best English language magazine", The Guardian, London "For those with an interest in India, it has become an absolute must-read", The New Republic, Washington The Caravan fills a niche in the Indian media that has remained vacant for far too long, catering to the intellectually curious and aesthetically refined reader, who seeks a magazine of exceptional quality.

For courses in managerial economics, this textbook, now in its third edition, is specifically designed for the students of management, commerce and economics to provide them with a thorough understanding of economic concepts and methodologies and the economic environment influencing managerial decisions. The book first lays a sound theoretical foundation of basic concepts, definitions, and methodologies of economics, being an essential prerequisite for students to understand the theory of managerial economics. All the basic principles are introduced with mathematical complexity kept to minimum—essentials of applied mathematics needed for comprehending the underlying ideas of models and theories of economics are covered. The book then moves on to systematically enumerates the various tools of analysis such as demand analysis, cost analysis, elasticity of demand, production analysis and price theory, and highlights their importance in managerial decision making through the concept-example format, wherein a concept discussed is immediately followed by a practical situation so that the reader can understand its application. The end-of-chapter questions reinforce a deeper understanding of the concepts introduced in the text. An exclusive chapter on linear programming emphasizes the importance of this mathematical tool in finding optimal business solutions. The book concludes with an exhaustive introduction to macroeconomics, analyzing in depth the concepts of inflation, income, savings and investments, and growth and employment in Indian context. New to the Third Edition Revised and expanded

coverage of evolution of economic thought, and basic economic terms. An enriched inclusion of demand forecasting techniques, and the Cobb-Douglas production function. An extensive illustration of the commonly used pricing methods and market power. Value addition to the existing list of case studies to enhance students' understanding of the theoretical concepts.

Product strategy is the key driver of business strategy and corporate success. This book brings out several important aspects of product strategy, drawing upon examples from the Indian automobile industry, which is verily the bellwether of the Indian economy. The automobile industry is not only a strategic industry economically but also an instructive industry intellectually. The industry is the cradle of modern management and is a synthesis of various functional strategies. The growth of the automobile industry or, for that matter, any consumer-facing industry lies in its ability to maintain a continuous pipeline of new and innovative products, substantive in functionality and stylistic in appearance. The automobile industry provides the perfect backdrop for discussing products as the core of the corporate business strategy. The global automobile industry, including the Indian automobile industry, is at an inflection point with portends of an unprecedented transformation. The drivers of this transformation are already seen in terms of connected vehicles, autonomous mobility, electric vehicles and digital technologies. The book, through its eighty chapters, demonstrates the synergistic interplay between technology and business, strategy and execution, innovation and inventiveness, enterprise and regulation, indigenization and globalization, structure and process, resourcing and spend, and leadership and management. This interplay would determine India's ability to become a major player in this transformation. This book will be of interest to industry professionals, policy makers, the academic community and the general public.

The automotive industry is still one of the world's largest manufacturing sectors, but it suffers from being very technology-focused as well as being relatively short-term focused. There is little emphasis within the industry and its consultancy and analyst supply network on the broader social and economic impacts of automobility and of the sector that provides it. The Global Automotive Industry addresses this need and is a first port of call for any academic, official or consultant wanting an overview of the state of the industry. An international team of specialist researchers, both from academia and business, review and analyse the key issues that make vehicle manufacturing still the world's premier manufacturing sector, closely tied in with the fortunes of both established and newly emerging economies. In doing so, it covers issues related to manufacturing, both established practices as well as new developments; issues relating to distribution, marketing and retail, vehicle technologies and regulatory trends; and, crucially, labour practices and the people who build cars. In all this it explains both how the current situation arose and also likely future trajectories both in terms of social and regulatory trends, as the technological, marketing and labour practice responses to those, leading in many cases to

the development of new business models. Key features Provides a global overview of the automotive industry, covering its current state and considering future challenges Contains contributions from international specialists in the automotive sector Presents current research and sets this in an historical and broader industry context Covers threats to the industry, including globalization, economic and environmental sustainability The Global Automotive Industry is a must-have reference for researchers and practitioners in the automotive industry and is an excellent source of information for business schools, governments, and graduate and undergraduate students in automotive engineering.

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