

# Marketing Real People Real Choices Fourth Canadian Edition 4th Edition

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B> This dynamic and practical book uses a sense of humor to communicate the way marketing works and how it impacts fashion, music, sports, and other aspects of popular culture. It uses real-life business examples to view life "in the trenches" of the marketing world, and look at how some great marketing strategies and decisions developed. For anyone who wants to become a more intelligent consumer, better able to manage resources, and appreciate the effect marketers have on our life and purchases.

ALERT: Before you purchase, check with your instructor or review your course syllabus to ensure

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approach to advertising and promotions, and an increased emphasis on the links between marketing principles and the real world.

For undergraduate Principles of Marketing courses. Real people, real choices-give students a real feel for marketing. Marketing: Real People, Real Choices is the only text to introduce marketing from the perspective of real people who make real marketing decisions at leading companies everyday. This reader-friendly text conveys timely and relevant material in a dynamic presentation, highlighting how marketing concepts are implemented, and what they mean in the marketplace. The seventh edition includes more information on marketing metrics, today's new approach to advertising and promotions, and an increased emphasis on the links between marketing principles and the real world.

For undergraduate courses in Principles of Marketing. Why do students love this book? This is the only book that makes marketing REAL to them by using real people real marketers. Like most introductory books, all fundamental marketing concepts are covered with an emphasis on emerging topics, but this is the only book where students get up close and personal with real marketers. In each chapter, students learn marketing fundamentals plus explore a particular challenge that a real marketer has faced, see the choices available, find out what other marketers suggest, and discover the choice

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made and the results of this choice. This is marketing on the front lines from a personal, not a company, perspective. This is not a book that sees as its mission getting students to memorize key terms. It's a book that is conversational and lively, that helps students think like real marketers. The authors developed the Third Edition and its teaching resource package with extensive input and ideas from instructors, students, and marketing professionals from around the world.

For undergraduate Principles of Marketing courses. Real people making real choices Marketing: Real People, Real Choices is the only text to introduce marketing from the perspective of real people, who make real marketing decisions, at leading companies every day. Timely, relevant, and dynamic, this reader-friendly text shows students how marketing concepts are implemented, and what they really mean in the marketplace. The 9th Edition presents more information than ever on the core issues every marketer needs to know, including value, analytics and metrics, and ethical and sustainable marketing. And with new examples and assessments, the text helps students actively learn and retain chapter content, so they know what's happening in the world of marketing today.

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Real People, Real Choices Marketing: Real People, Real Choices is the only text to introduce marketing from the perspective of real people who make real marketing decisions at leading companies everyday. Timely, relevant, and dynamic, this reader-friendly text shows students how marketing concepts are implemented, and what they really mean in the marketplace. The Eighth Edition features a completely reorganized Table of Contents and chapter pedagogy divided in a four-part structure that emphasizes the value proposition and the process of creating and delivering value. This edition presents more information than ever on marketing research and analytics and students are guided through chapter content with new integrated study maps and assessments that help them actively learn and retain content. MyMarketingLab not included. Students, if MyMarketingLab is a

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Marketing: Real People, Real Decisions is the only text to introduce marketing from the perspective of real people who make real marketing decisions at leading companies everyday. Timely, relevant, and dynamic, this reader-friendly text shows students how marketing concepts are implemented, and what they really mean in the marketplace. With this book, the authors show how marketing can come alive when practiced by real people who make real choices. The 3rd European Edition presents more information than ever on the core issues every marketer needs to know, including value, analytics and metrics, and ethical and sustainable marketing. And with new examples and assessments, the text helps students actively learn and retain chapter content, so they know what's happening in the world of marketing today. This edition features a large number of new cases from prominent marketing academics and professionals from around Europe. NOTE: This edition features the same content as the traditional text in a convenient, three-hole-punched, loose-leaf version. Books a la Carte also offer a great value; this format costs significantly less than a new textbook. Before purchasing, check with your instructor or review your course syllabus to ensure that you select the correct ISBN. Several versions of



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Real People, Real Choices. Marketing: Real People, Real Choices is the only text on the market that walks students through the decision-making process real marketers face on a daily basis. Your students will learn how to 'think' like a marketer. This reader-friendly text conveys timely and relevant material in a dynamic presentation, highlighting how marketing concepts are implemented, and what they mean in the marketplace. The real world focus of this learning package helps students develop the skills necessary to meet these challenges by immersing them in authentic decision-making experiences.

MyMarketingLab is not included with the purchase of this product.

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Products aren't alone in benefiting from branding. People can benefit too. Branding strategies help professionals get noticed and position them for exciting new career opportunities. Prepared by Kim Richmond of Saint Joseph's University, the Brand You handbook gives students concrete advice on how to thrive in a competitive marketplace and provides a hands-on approach to achieving career success. Brand You boxes appear throughout this textbook to help students plot their own branding strategies.

Real people, real choices-give students a real feel for marketing. "Marketing: Real People, Real Choices" is the only text to introduce marketing from the perspective of real people who make real marketing decisions at leading companies everyday. This reader-friendly text conveys timely and relevant material in a dynamic presentation, highlighting how marketing concepts are implemented, and what they mean in the marketplace. The seventh edition includes more information on marketing metrics, today's new approach to advertising and promotions, and an increased emphasis on the links between marketing principles and the real world.

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Discussion Board: The discussion board provides students with a space to respond and react to the discussions you create. These posts can also be separated out into specific topics where students can share their opinions/answers and respond to their fellow classmates' posts. Chat/ ClassLive: ClassLive is an interactive chat tool that allows instructors and students to communicate in real time. ClassLive can be used with a group of students or one-on-one to share images or PowerPoint presentations, draw or write objects on a whiteboard, or send and received graphed or plotted equations. ClassLive also has additional classroom management tools, including polling and hand-raising. Enhanced eText. Available within the online course materials and offline via an iPad app, the enhanced eText allows instructors and students to highlight, bookmark, take notes, and share with one another.

NOTE This edition features the same content as the traditional text in a convenient, three-hole-punched, loose-leaf version. Student Value Editions also offer a great value; this format costs significantly less than a new textbook. Before purchasing, check with your instructor or review your course syllabus to ensure that you select the correct ISBN. Several versions of MyLab(TM) and Mastering(TM) platforms exist for each title, including customized versions for individual schools, and registrations are not transferable. In addition, you may need a Course ID,



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Previous ed. entered under: Solomon, Michael R. Marketing: Real People, Real Choices brings you and your students into the world of marketing through the use of real companies and the real-life

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marketing issues that they have faced in recent times. The authors explain core concepts and theories in Marketing, while allowing the reader to search for the information and then apply it to their own experiences as a consumer, so that they can develop a deeper understanding of how marketing is used every day of the week, in every country of the world. The new third edition is enhanced by a strong focus on Value Creation and deeper coverage of modern marketing communications practices. For undergraduate Principles of Marketing courses. Real people making real choices Marketing: Real People, Real Choices is the only text to introduce marketing from the perspective of real people, who make real marketing decisions, at leading companies everyday. Timely, relevant, and dynamic, this reader-friendly text shows readers how marketing concepts are implemented, and what they really mean in the marketplace. The 9th Edition presents more information than ever on the core issues every marketer needs to know, including value, analytics and metrics, and ethical and sustainable marketing. And with new examples and assessments, the text helps readers actively learn and retain chapter content, so they know what's happening in the world of marketing today. Also available with MyLab Marketing MyLab(tm) Marketing is an online homework, tutorial, and assessment program designed to work with this text

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