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	2.	Evolve, Chris Penttila, <i>Entrepreneur,</i> May 2009 Chris Penttila provides seven ways game changers can pull levers that affect a <i>market</i> or create an entirely new one.	5
	3.	The Unmarketables, Piet Levy, John N. Frank, and Allison Enright, <i>Marketing News,</i> July 30, 2009 For <i>brands</i> and businesses that have fallen out of favor with <i>customers,</i> marketers have to craft messages and <i>promotions</i> that can revitalize lackluster images.	7
	4.	Six Strategies for Successful Niche Marketing, Eric K. Clemons, Paul F. Nunes, and Matt Reilly, <i>The Wall Street Journal,</i> May 23, 2010 The article supplies thoughtful ideas of how to become successful in <i>niche marketing.</i>	12
	5.	The Secrets of Marketing in a Web 2.0 World, Salvatore Parise, Patricia J. Guinan, and Bruce D. Weinberg, <i>The Wall Street Journal</i> , December 15, 2008 Consumers are flocking to blogs , social-networking sites , and virtual worlds . Unfortunately, according to the authors, they are leaving a lot of marketers behind.	16
	6.	The Branding Sweet Spot , Kevin Lane Keller and Frederick E. Webster, Jr., <i>Marketing Management</i> , July/August 2009 One of the realities of modern brand marketing is that many of the decisions that mar- keters make with respect to their brands are seemingly characterized by conflicting needs.	19
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The concepts in bold italics are developed in the article. For further expansion, please refer to the Topic Guide.

	9.	Making the Most of Customer Complaints, Stefan Michel, David Bowen, and Robert Johnston, <i>The Wall Street Journal</i> , September 22, 2008 <i>Customers</i> are constantly judging companies for <i>service</i> failures large and small, from a glitch-ridden business-software company to a hamburger served cold.	39
	10.	When Service Means Survival, Jena McGregor, <i>Bloomberg BusinessWeek</i> , March 2, 2009 Keeping <i>customers</i> happy is more critical than ever. <i>Service</i> champs economize on everything but TLC.	43
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	13.	Imaginative Service, Chip R. Bell and John R. Patterson, <i>Leadership Excellence</i> , May 2009	
		The authors discuss ways to deliver unique value and faster service to meet and exceed customer expectations.	53
	14.	Marketers, Come on Down!, Allison Enright and Elisabeth A. Sullivan, Marketing News, June 2010	
		The article covers six marketers and <i>marketing researchers</i> who have won a trifecta— they're smart, timely, and lucky. They have positioned their companies' <i>services</i> to respond to <i>consumers' changing behaviors</i> and marketers' needs.	55
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	16.	Trust in the Marketplace, John E. Richardson and Linnea Bernard McCord, McGraw-Hill/Dushkin, 2000	
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	18.	Bertolli's Big Bite: How a Good Meal Fed a Brand's Fortunes, Jeff Borden, Marketing News, October 1, 2007 Unilever's Bertolli brand underwent significant marketing research that resulted in an	70
		increased market share.	70

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Part B. Markets and Demographics

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		Passivity doesn't resonate with Gen Y and neither do a lot of traditional marketing tactics . The author describes how media vendors are diversifying their offerings to remain relevant and explains what it takes to stay on the "bleeding edge."	73
	20.	Marketing to Kids Gets More Savvy with New Technologies, Bruce Horovitz, USA Today, August 2011	
		This article tackles the sensitive issue of the increased practice of targeted advertising to tech-savvy children.	75
	21.	It's Cooler than Ever to Be a Tween, Sharon Jayson, USA Today, February 4, 2009	
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	24.	A Shift in Meaning for 'Luxury' , Bruce Horovitz, <i>USA Today</i> , July 11, 2010 According to Bruce Horovitz, Americans are dipping their toes back into the <i>luxury</i>	
		pool—but with a mind-set smashed down and radically reshaped by the recession , the lure of new technologies , and emerging lifestyle twists that are often as much personal as cultural.	89
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		Shelly Reese tells how companies are rewriting their strategies to reflect customer input and internal coordination.	96



Part A. Product

27. Surveyor of the Fittest, Hongjun (HJ) Li, Marketing Management, September/October 2007 Many *new-product* introductions fail every year. The author provides a systematic, effective, and easy-to-follow methodology pinpointing the importance of doing the right market investigations the right way.

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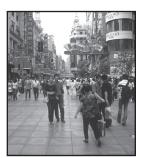
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28.	Brand Integrity, Tom Peters and Valarie Willis, <i>Leadership Excellence,</i> May 2009 The authors advocate that excellence is achieved when the brand, the talent, and the	
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29.	Brand Apathy Calls for New Methods: Turn Customer Preference from "No Brand" to "Some Brand", Don E. Schultz, <i>Marketing Management,</i> Winter 2010	
	Building market share requires a new set of tools and brand strategies designed to shift ongoing consumer preference and purchase from competitive brands to yours.	111
30.	Should You Launch a Fighter Brand?, Mark Ritson, Harvard Business Review, October 2009	
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31.	Everybody Loves Zappos , Max Chafkin, <i>Inc. Magazine</i> , May 2009 The article delineates how Tony Hsieh uses relentless <i>innovation</i> , stellar <i>service</i> , and a staff of believers to make Zappos.com an <i>e-commerce</i> juggernaut—and one of the most blissed-out businesses in America.	119
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37.	Williams-Sonoma's Secret Sauce, Jessica Shambora, Fortune, July 26, 2010	
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	This study describes four ways companies are using technology to form connections.	148

40. 20 Highlights in 20 Years: Making Super Bowl Ad History Is No Easy Feat, Bruce Horovitz, USA Today, February 1, 2008
USA Today takes a look back at 20 years of Super Bowl advertising highlights.
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UNIT 4 Global Marketing

Overview

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China's export-focused economy is giving way to a consumer-driven market more quickly than most think. The authors give insight to companies on how to adapt to this change. **168**

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