emerging market brands, global brand expansion, brand breakout strategy, international market entry, developing economy brands

brand breakout how emerging market brands will go global

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Explore the strategic pathways and key insights into how brands originating from emerging markets can achieve a significant global breakout. This comprehensive guide uncovers the critical factors and successful approaches for these brands to expand internationally, navigate competitive landscapes, and establish a formidable presence on the worldwide stage.

Brand Breakout

Written by the world's leading thinkers on brand strategy, this book looks at what Asian and emerging market brands need to do to succeed in international markets and the challenges they face when competing with western brands.

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Global Brand Strategy

Steenkamp introduces the global brand value chain and explains how brand equity factors into shareholder value. The book equips executives with techniques for developing strategy, organizing execution, and measuring results so that your brand will prosper globally. What sets strong global brands apart? First, they generate more than half their revenue and most of their growth outside their home market. Secondly, their brand equity is responsible for a massive percentage of their firm's market value. Third, they operate as single brands everywhere on the planet. We find them in B2C and B2B industries, among large and small companies, and among established companies and new businesses. The stewards of these brands have a set of skills and knowledge that sets them apart from the typical corporate marketer. So what's their secret? In a world that is globalizing, but not yet globalized, how do you build a powerful global brand that resonates universally but also accommodates local nuances? How do you ensure that it is dynamic and flexible enough to change at market speed? World-class marketing expert Jan-Benedict Steenkamp has studied global brands for over 25 years on six continents. He has distilled their practices into eight tools that you can start using today. With case studies from around the world, Steenkamp's book is provocative and timely. Global Brand Strategy speaks to three types of B2C and B2B managers: those who want to strengthen already strong global brands, those who want to launch their brands globally and get results, and those who need to revive their global brand and stop the bleeding.

Breakout Strategies for Emerging Markets

Real strategies, tactics & solutions for succeeding in emerging markets now Attract non-consumers and upscale current customers Reflect local culture, tradition, and preferences across your business Make your products easier to find, buy, and use Strengthen your brand and deliver on your brand promises Engage and serve all your stakeholders Build a sustainable, profitable business How big is your emerging market opportunity? Potential annual consumption will hit $30 trillion by 2025, with $10 trillion in India and China alone. Emerging economies are transforming markets worldwide–attracting multinationals, strengthening domestic firms, and launching local brands onto the global stage. Best of all, there are now proven best practices for succeeding in these markets. They've been developed the hard way: through the experiences of pioneers who've learned from mistakes and listened to their customers. This book's brand stories reflects these winning strategies. You'll learn from high-profile leaders like Gillette, Levi's, Starbucks, Alibaba, GlaxoSmith-Kline, and WeChat–and from great companies you'll discover for the first time. Linking theory to practice, the authors offer expert guidance on attracting non-users, adapting products, aligning with local culture, optimizing channels, building brands, upscaling, strengthening relationships, and much more. You've never had an opportunity this enormous. Nobody has. Get it right–with the right advice, right from the trenches. Emerging markets offer the biggest growth opportunity in the history of capitalism. This practical guide offers a comprehensive, strategic marketing perspective tailored to these new markets. Leading experts demonstrate how companies can succeed both today and tomorrow, no matter what happens in the global economy. Breakout Strategies for Emerging Markets integrates insights drawn from the authors' extensive primary research worldwide, their pioneering academic research and case development, practical consulting and management experience, and their conversations with industry leaders on several continents. You will learn about the experiences and actions of both local and global enterprises in industries ranging from consumer goods to entertainment, apparel to finance. The authors share new insights for attracting non-users by developing products, aligning with local traditions, upscaling, selecting channels, financing, brand messaging, using e-commerce, building relationships, and more. Discover how to... Convert non-users: Optimize acceptability, affordability, accessibility, and awareness Create "functional Fusion": Adapt products to blend western and local elements Design "cultural fusion": Embed local tradition, history, language, and taste Democratize the offer: Make products more affordable, financially and psychologically Upscale the offer: Upgrade choices and experiences across the income spectrum Manage reach: Get your channels and supply chains right Reinvent reach: Leverage revolutionary channels and payment methods Build brand identity: Align your brand essence with your customer's experience Engage stakeholders: Serve the needs of every entity you touch

Private Label Strategy

The growth in private labels has huge implications for managers on both sides.

Breakout Nations

'The old rule of forecasting was to make as many forecasts as possible and publicise the ones you got right. The new rule is to forecast so far in the future, no one will know you got it wrong.' Ruchir Sharma does neither. In Breakout Nations he shows why the economic 'mania' of the twenty-first century, with its unshakeable faith in the power of emerging markets - especially China - to continue growing at the astoundingly rapid and uniform pace of the last decade, is wrong. The next economic success stories will not be where we think they are. In this provocative new book, Sharma analyses why the basic laws of economic gravity (such as the law of large numbers, which says that the richer you are the harder it is to grow your wealth at a rapid pace) are already pulling China, Russia, Brazil and other vast emerging markets back to earth. To understand which nations will thrive and which will falter in a world reshaped by slower growth, it is time to start looking at the emerging markets as individual cases. Sharma argues that we must abandon our current obsession with global macro trends and the fad for all-embracing theories. He offers instead a more discerning, nuanced view, identifying specific factors - economic, political, social - which will make for slow or fast growth. Spending much of his professional life travelling in these countries as Head of Emerging Markets at Morgan Stanley, Sharma is uniquely placed to present a first-hand insider's account of these new markets and the changes they are undergoing. As the years of unbelievably swift growth draw to their close, this book shows us how it is time for both investors and economists to halt their blind thrust towards an impossible future.

Operating in Emerging Markets

Master a complete roadmap for emerging market business success and profitability! Emerging markets are generating unprecedented opportunities, but they are far more complex and risky than they may seem. Profiting in these markets entails retooling business models, products, and strategies to exploit these differences, instead of falling victim to them. Too many American, European and Japanese companies continue to operate with a “developed world” mentality that seeks to merely adapt existing products and strategies, while underestimating the unique challenges of managing a business in radically different contexts. Operating in Emerging Markets draws from real-life examples and today’s most valuable research to offer a step-by-step blueprint for improving profitability in emerging markets. Pioneering researchers Dr. Luciano Ciravegna and Dr. Robert Fitzgerald walk you through understanding the true risks and challenges; identifying and investing the right resources; developing the right strategies, products, and processes; and learning from both the successes and failures that have come before you. An indispensable resource for all decision-makers in companies that are (or plan to) operating in emerging markets; and for all graduate business students who may do so in the future. "Publications devoted to rapidly transforming economies are on the rise, but the contribution is often marginal. This new book, Operating in Emerging Markets , authored by Luciano Ciravegna, Robert Fitzgerald, and Sumit Kundu, is an exception. It provides valuable insights into what makes these economies grow and prosper. Most importantly, it responds to the need for practical approaches to tapping emerging markets. Thus it should assist current and future managers in navigating these high-potential but high-risk countries." --S. Tamer Cavusgil, Callaway Professorial Chair and Executive Director, CIBER, J. Mack Robinson College of Business. Georgia State University

Fashion Brand Internationalization

The first volume in the Palgrave Studies in Practice: Global Fashion Brand Management series, this book provides a comprehensive view on the internationalization of fashion brands, offering unique academic and managerial insights into how fashion brands in diverse sizes can build and sustain their businesses in competitive global marketplaces. It explores the theories and trends occurring within the fashion industry, one of the most active sectors of internationalization. The majority of global fashion brands operate beyond their home countries, yet not much is known about the ventures that generate more than half of their revenues. This book takes a critical look at the global-by-nature fashion industry through a collection of actual cases from multiple countries and cultural backgrounds.

Brand Relevance

Branding guru Aaker shows how to eliminate the competition and become the lead brand in your market This ground-breaking book defines the concept of brand relevance using dozens of case studies-Prius, Whole Foods, Westin, iPad and more-and explains how brand relevance drives market dynamics, which generates opportunities for your brand and threats for the competition. Aaker reveals how these companies have made other brands in their categories irrelevant. Key points: When managing a new category of product, treat it as if it were a brand; By failing to produce what customers want or losing momentum and visibility, your brand becomes irrelevant; and create barriers to competitors by supporting innovation at every level of the organization. Using dozens of case studies, shows how to create or dominate new categories or subcategories, making competitors irrelevant Shows how to manage the new category or subcategory as if it were a brand and how to create barriers to competitors Describes the threat of becoming irrelevant by failing to make what customer are buying or losing energy David Aaker, the author of four brand books, has been called the father of branding This book offers insight for creating and/or owning a new business arena. Instead of being the best, the goal is to be the only brand around-making competitors irrelevant.

Thinking Smart

Thinking Smart offers all that you need to know, to achieve just about everything, from managing a delicate relationship, a surprise firing, to creating a winning team or business, and more. The book explores smartness by combining economic, psychological and sociological perspectives in ways that we often overlook in our daily lives. From being a management guru to a corporate leader, Prof. Nirmalya Kumar provides a holistic view of smartness- from the corner office and from a Professor's perspective. This is your guide to mastering the subtle art of work, life and everything in-between.

Engage!

The ultimate guide to branding and building your business in the era of the Social Web—revised and updated with a Foreword by Ashton Kutcher Engage! thoroughly examines the social media landscape and how to effectively use social media to succeed in business—one network and one tool at a time. It leads you through the detailed and specific steps required for conceptualizing, implementing, managing, and measuring a social media program. The result is the ability to increase visibility, build communities of loyal brand enthusiasts, and increase profits. Covering everything you need to know about social media marketing and the rise of the new social consumer, Engage! shows you how to create effective strategies based on proven examples and earn buy-in from your marketing teams. Even better, you'll learn how to measure success and ROI. Introduces you to the psychology, behavior, and influence of the new social consumer Shows how to define and measure the success of your social media campaigns for the short and long term Features an inspiring Foreword by actor Ashton Kutcher, who has more than 5 million followers on Twitter Revised paperback edition brings the book completely up to date to stay ahead of the lightning fast world of social media Today, no business can afford to ignore the social media revolution. If you're not using social media to reach out to your customers and the people who influence them, who is?

The Brand Mapping Strategy

A fundamental paradigm shift has occurred in marketing and branding. Today the most successful CEOs, executives, entrepreneurs and enterprises set their sites on developing a long-term platform instead of a short-term strategy that supports and builds buzz for their personal or business brand. That’s really the key to the new business mindset — the recognition that branding and marketing are an ongoing, steady stream of small efforts, not a series of gigantic pushes. Social media, blogging and other business development activities — both online and off — are about the persistent, ongoing process of building a platform, creating credibility and increasing the number of people that you funnel into your potential client and network pipeline. Converting those people into clients or fans may take a month, a year or two years, but the new mindset leads you to strategies that will keep that pipeline full. In short, you need to start a bunch of small fires to keep your brand burning hot. How can today’s CEOs, executives and entrepreneurs keep these fires going and powerfully get their messages across, motivate others to action and be authentic — all while simultaneously shepherding initiatives from creation to implementation in high-demand markets? CEO, executive and team branding are key factors that enable effective leaders to achieve peak performance, gain greater influence in their industries and generate increased engagement within their companies. By creating a brand (business or personal) by design instead of default, leaders and companies bring their brand promise into every interaction across the board. A personal, team or business brand is not just a single statement or a clever quip but a multilayered, congruent narrative told across multiple channels — online and off — within the organization and to the business community at large. The power is in knowing how to tell the story. The book will introduce CEOs and executives in Fortune 500 companies and entrepreneurs in SMBs to the SMG Brand Mapping Process©, a process that will guide them in creating personal, team and business brands that work in harmony and parallel with each other.

Experiential Marketing

The most researched, documented, and comprehensive manifesto on experiential marketing. As customers take control over what, when, why, and how they buy products and services, brands face the complete breakdown and utter failure of passive marketing strategies designed more than a half-century ago. To connect with a new generation of customers, companies must embrace and deploy a new marketing mix, powered by a more effective discipline: experiences. Experiential marketing, the use of live, face-to-face engagements to connect with audiences, create relationships and drive brand affinity, has become the fastest-growing form of marketing in the world as the very companies that built their brands on the old Madison Avenue approach—including Coca-Cola, Nike, Microsoft, American

Express and others—open the next chapter of marketing. . . as experiential brands. Using hundreds of case studies, exclusive research, and interviews with more than 150 global brands spanning a decade, global experiential marketing experts Kerry Smith and Dan Hanover present the most in-depth book ever written on how companies are using experiences as the anchor of reinvented marketing mixes. You'll learn: The history and fundamental principles of experiential marketing How top brands have reset marketing mixes as experience-driven portfolios The anatomy of a brand experience The psychology of engagement and experience design The 10 habits of highly experiential brands How to measure the impact of experiential marketing How to combine digital and social media in an experiential strategy The experiential marketing vocabulary How to begin converting to experiential marketing Marketers still torn between outdated marketing models and the need to reinvent how they market in today's customer-controlled economy will find the clarity they need to refine their marketing strategies, get a roadmap for putting their brands on a winning path, and walk away inspired to transition into experiential brands.

The Organic Growth Playbook

Conventional marketing strategies that focus on product differentiation and positioning often fail to deliver faster growth. In this re-published book, Jaworski and Lurie offer a novel approach to this problem of growth.

India Inside

Kumar and Puranam study a new, more visible, consumer-oriented kind of innovation emerging in India of compact, low-cost, robust, and efficient products. New products such as Tata's Nano, Going Green's G-Wiz car, and GE's ECG machine exemplify this unique kind of Indian innovation which is marked by robustness.

The Big Book of Marketing

"A real world tool for helping develop effective marketing strategies and plans." -- Dennis Dunlap, Chief Executive Officer, American Marketing Association "For beginners and professionals in search of answers." -- Stephen Joel Trachtenberg, President Emeritus and University Professor of Public Service, The George Washington University "A 'must read' for every business major and corporate executive." -- Clarence Brown, former Acting Secretary, U.S. Department of Commerce The Biggest Companies. The Boldest Campaigns. THE BEST INSIDER'S GUIDE ON THE MARKET. The most comprehensive book of its kind, The Big Book of Marketing is the definitive resource for marketing your business in the twenty-first century. Each chapter covers a fundamental aspect of the marketing process, broken down and analyzed by the greatest minds in marketing today. For the first time ever, 110 experts from the world's most successful companies reveal their step-by-step strategies, proven marketing tools, and tricks of the trade—fascinating, exclusive, real-world case studies from an all-star roster of companies, including: ACNielsen * Alcoa * American Express * Amtrak * Antimicrobial * Technologies Group * APL Logistics * Arnold * AT&T * Atlas Air * Bloomingdale's * BNSF * Boeing * Bristol-Myers Squibb * Burson-Marsteller * BzzAgent * Caraustar * Cargill * Carnival * Coldwell Banker * Colgate-Palmolive * Colonial Pipeline * Con-way * Costco * Dean Foods * Discovery Communications * Draftfcb * DSC Logistics * DuPont * Edelman * ExxonMobil * Fabri-Kal * FedEx Trade Networks * Fleishman-Hillard * Ford * Frito-Lay * GE * Greyhound * Hair Cuttery * Hilton * HOLT CAT * IBM * Ingram Barge * Ingram Micro * International Paper * John Deere * Kimberly-Clark * Kodak * Kraft * L.L.Bean * Landor * Long Island Rail Road * Lulu.com * Mars * MCC * McCann * McDonald's * McKesson * Nationals * NCR * New York Times * Nordstrom * Ogilvy Action * OHL * 1-800Flowers.com * Overseas Shipholding Group * Owens Illinois * P & G * Papa John's * Paramount Pictures * Patagonia * PepsiCo * Pfizer * Porter Novelli * RAPP * Ritz-Carlton * Safeway * Saks Fifth Avenue * Sara Lee * SC Johnson * Sealed Air * Sears * Silgan * Skyhook * Snap-on Tools * Southwest * Sports and Leisure * ResearchGroup * Staples * Stoner * Supervalu * Synovate * Tanimura & Antle * TBWA * Tenet Healthcare * Texas Instruments * 3M * ToysRUs * Trader Joe's * Tupperware * Under Armour * United Airlines * United Stationers * Verizon * VISA * Weyerhaeuser * Wilson Sporting Goods * Wunderman * Xerox * Y&R * Zappos.com No matter what business you're in--from retail and manufacturing to service and nonprofit--The Big Book of Marketing offers the most practical, hands-on advice you'll ever find . . . from the best in the business. Anthony G. Bennett taught marketing at Georgetown University. With three decades of experience in the field, he has held a variety of key marketing positions at Fortune 500 companies, including AT&T and others. He resides in McLean, Virginia.

Fashion Branding and Communication

This second volume in the Palgrave Studies in Practice: Global Fashion Management series focuses on core strategies of branding and communication of European luxury and premium brands. Brand is a critical asset many firms strive to establish, maintain, and grow. It is more so for fashion companies when consumers purchase styles, dreams and symbolic images through a brand. The volume starts with an introductory chapter that epitomizes the essence of fashion brand management with a particular emphasis on emerging branding practices, challenges and trends in the fashion industry. The subsequent five cases demonstrate how a family workshop from a small town can grow into a global luxury or premium brand within a relatively short amount of time. Scholars and practitioners in fashion, retail, branding, and international business will learn how companies can establish a strong brand identity through innovative strategies and management.

Time to Lead

Where is leadership when we need it? What can today's corporate, non-profit, military, and public-service leaders learn from daring decisions that changed history? In Time to Lead, Jan-Benedict Steenkamp presents a fresh examination of history-making leaders by holding a magnifying glass up to a life-changing dilemma each of them faced. What we learn is how powerful the personalities of leaders and their decision-making processes can be in determining the course of human events—and the fates of millions of people. Steenkamp explains how these great men and women arrived at the solutions to the problems they confronted by virtue of their character traits and whether they were foxes or hedgehogs—as in the ancient parable—or, as he further categorizes, eagles or ostriches. Sixteen carefully curated case studies hold powerful lessons that today's leaders can apply in their own professional lives. Readers will recognize Roosevelt, Washington, Mandela, Thatcher, Alexander the Great, and MLK, but other lesser-known leaders, such as Themistocles, Clovis, Peter, Fisher, and Nightingale provide equally valuable insights into how individuals make decisions based upon one of seven leadership styles (adaptive, persuasive, directive, disruptive, authentic, servant, and charismatic) and four personality classifications (hedgehog, fox, eagle, or ostrich). Steenkamp's assessment tools provide seasoned and aspiring leaders alike with the means to not only determine their own individual styles, but how to step up when they inevitably come face-to-face with their own moments of truth. Chapter takeaways, leadership principles, and open-ended, reflective questions will confer encouragement, enrichment, and empowerment on readers when they realize they can utilize the same tactics as these leaders in their own lives. Time to Lead is about great men and women, their actions in leadership that have withstood the test of time, what we can learn from them—and the lessons that are relevant for us here and now.

Consumer Culture Theory

Outlining the key themes, concepts and theoretical areas in the field, this book draws on contributions from prominent researchers to unravel the complexities of consumer culture by looking at how it affects personal identity, social interactions and the consuming human being. A field which is characterised as being theoretically challenging is made accessible through learning features that include case study material, critical reflection, research directions, further reading and a broad mix of the types of consumers and consumption contexts including emerging markets and economies. The structure of the book is designed to help students map the field in the way it is interpreted by researchers and follows the conceptual mapping in the classic Arnould & Thompson 2005 journal article. The book is organised into three parts - the Consumption Identity, Marketplace Cultures and the Socio-Historic Patterning of Consumption. Insight is offered into both the historical roots of consumer culture and the everyday experiences of navigating the contemporary marketplace. The book is supported by a collection of international case studies and real world scenarios, including: How Fashion Bloggers Rule the Fashion World; the Kendall Jenner Pepsi Commercial; Professional Beer Pong, Military Recruiting Campaigns, The World Health Organization and the Corporatization of Education. The go-to text for anyone new to CCT or postgraduate students writing a CCT-related thesis.

Emerging Market Multinationals

This book examines the challenges faced by emerging market multinationals as they develop their international operations and proposes actionable solutions.

Retail Disruptors

The rise of hard discounters like Aldi and Lidl has been monumental. Explore the very real threat they pose to traditional retailers and brand manufacturers and what you can learn from their growth. Hard discounters are stores that sell a limited selection of consumer-packaged goods and perishables - typically fewer than 2,000 Stock Keeping Units - for prices that are usually 50-60% lower than national brands. The best-known hard discounters are Aldi and Lidl, but global brands include Trader Joe's, EuroSpin, Biedronka, Netto and Leader Price. Their rise has been monumental; they have irrevocably changed the face of retail in Europe and Australia and are making steady inroads into the US. Retail Disruptors is the first book that explores this upheaval, providing expert insight into the business models of the leading hard discounters, and what mainstream retailers and brand manufacturers can do to remain competitive in the face of disruption. Meticulously researched by two of the leading authorities in retail strategy, private labels, branding, and hard discounting, Retail Disruptors is essential reading for all brand manufacturers and retailers who want to retain the competitive edge.

Ria Money Transfer: a transnational company for a transnational clientele

This case study looks at the development of a money transfer company in a dynamic and fast changing market. Transnational nature of the business as well as profiles of customers are emphasised. Ria Money Transfer is part of the Euronet, US based parent company. Aspiring to become the most progressive company in the sector, Ria deals with customers with backgrounds from all over the world. This is also reflected in the work force of the company. Operating in distinct environments, businesses are not only concerned with a multicultural body of customers, agents and clients but also multiple economic, political, technological environments with a large number of small and big competitors. This case study alludes to the questions about the key drivers of success for a transnational company with such complex web of markets, consumers, clients and competitors. Company information, direct quotes from representatives and media are used to illustrate aspects of the business and markets.

Jim Cramer's Real Money

Presents guidelines on how to invest successfully by becoming a "prudent speculator," explaining the role of psychology in risk taking while covering such topics as spotting an undervalued stock and knowing when to sell.

The Antitrust Paradox

The most important book on antitrust ever written. It shows how antitrust suits adversely affect the consumer by encouraging a costly form of protection for inefficient and uncompetitive small businesses.

Consumer Behavior

Consumer Behavior, 9/e, by Hawkins, Best, & Coney offers balanced coverage of consumer behavior including the psychological, social, and managerial implications. The new edition features current and exciting examples that are tied into global and technology consumer behavior issues and trends, a solid foundation in marketing strategy, integrated coverage of ethical/social issues and outlines the consumer decision process. This text is known for its ability to link topics back to marketing decision-making and strategic planning which gives students the foundation to understanding consumer behavior which will make them better consumers and better marketers.

The Long Tail

What happens when the bottlenecks that stand between supply and demand in our culture go away and everything becomes available to everyone? "The Long Tail" is a powerful new force in our economy: the rise of the niche. As the cost of reaching consumers drops dramatically, our markets are shifting from a one-size-fits-all model of mass appeal to one of unlimited variety for unique tastes. From supermarket shelves to advertising agencies, the ability to offer vast choice is changing everything, and causing us to rethink where our markets lie and how to get to them. Unlimited selection is revealing truths about what consumers want and how they want to get it, from DVDs at Netflix to songs on iTunes to advertising on Google. However, this is not just a virtue of online marketplaces; it is an example of an entirely new economic model for business, one that is just beginning to show its power. After a century of obsessing over the few products at the head of the demand curve, the new economics of distribution allow us to turn our focus to the many more products in the tail, which collectively can create a new market as big as the one we already know. The Long Tail is really about the economics of abundance.

New efficiencies in distribution, manufacturing, and marketing are essentially resetting the definition of what's commercially viable across the board. If the 20th century was about hits, the 21st will be equally about niches.

World Intellectual Property Report 2013: Brand - Reputation and Image in the Global Marketplace

WIPO's World Intellectual Property Report 2013 explores the role that brands play in today's global marketplace. The Report looks at how branding behavior and trademark use have evolved in recent history, how they differ across countries, what is behind markets for brands, what lessons economic research holds for trademark policy, and how branding strategies influence companies' innovation activities.

Marketing As Strategy

CEOs are more than frustrated by marketing's inability to deliver results. Has the profession lost its relevance? Nirmalya Kumar argues that, although the function of marketing has lost ground, the importance of marketing as a mind-set--geared toward customer focus and market orientation--has gained momentum across the entire organization. This book challenges marketers to change their role from implementers of traditional marketing functions to strategic coordinators of organization-wide initiatives aimed at profitably delivering value to customers. Kumar outlines seven cross-functional and bottom-line-oriented initiatives that can put marketing back on the CEO's agenda--and elevate its role in shaping the destiny of the firm.

Emerging Trends in Real Estate 2019

Now in its 40th year, Emerging Trends in Real Estate is one of the most highly regarded and widely read forecast reports in the real estate industry. This updated edition provides an outlook on real estate investment and development trends, real estate finance and capital markets, trends by property sector and metropolitan area, and other real estate issues around the globe. Comprehensive and invaluable, the book is based on interviews with leading industry experts and also covers what's happening in multifamily, retail, office, industrial, and hotel development.

Beloved Brands

"Beloved Brands is a book every CMO or would-be CMO should read." Al Ries With Beloved Brands, you will learn everything you need to know so you can build a brand that your consumers will love. You will learn how to think strategically, define your brand with a positioning statement and a brand idea, write a brand plan everyone can follow, inspire smart and creative marketing execution, and be able to analyze the performance of your brand through a deep-dive business review. Marketing pros and entrepreneurs, this book is for you. Whether you are a VP, CMO, director, brand manager or just starting your marketing career, I promise you will learn how to realize your full potential. You could be in brand management working for an organization or an owner-operator managing a branded business. Beloved Brands provides a toolbox intended to help you every day in your job. Keep it on your desk and refer to it whenever you need to write a brand plan, create a brand idea, develop a creative brief, make advertising decisions or lead a deep-dive business review. You can even pass on the tools to your team, so they can learn how to deliver the fundamentals needed for your brands. This book is also an excellent resource for marketing professors, who can use it as an in-class textbook to develop future marketers. It will challenge communications agency professionals, who are looking to get better at managing brands, including those who work in advertising, public relations, in-store marketing, digital advertising or event marketing. "Most books on branding are really for the MARCOM crowd. They sound good, but you find it's all fluff when you try to take it from words to actions. THIS BOOK IS DIFFERENT! Graham does a wonderful job laying out the steps in clear language and goes beyond advertising and social media to show how branding relates to all aspects of GENERAL as well as marketing management. Make no mistake: there is a strong theoretical foundation for all he says...but he spares you the buzzwords. Next year my students will all be using this book." Kenneth B. (Ken) Wong, Queen's University If you are an entrepreneur who has a great product and wants to turn it into a brand, you can use this book as a playbook. These tips will help you take full advantage of branding and marketing, and make your brand more powerful and more profitable. You will learn how to think, define, plan, execute and analyze, and I provide every tool you will ever need to run your brand. You will find models and examples for each of the four strategic thinking methods, looking at core strength, competitive, consumer and situational strategies. To define the brand, I will provide a tool for writing a brand positioning statement as well as a consumer profile and a consumer benefits ladder. I have created lists of potential functional and emotional benefits to kickstart your thinking on brand positioning. We explore the step-by-step process to come up with your brand idea and bring it all together with a tool for writing the ideal brand concept. For brand plans, I provide formats for a long-range brand strategy roadmap and the annual brand plan with definitions for each planning element. From there, I show how to build a brand execution plan that includes the creative brief, innovation process, and sales plan. I provide tools for how to create a brand calendar and specific project plans. To grow your brand, I show how to make smart decisions on execution around creative advertising and media choices. When it comes time for the analytics, I provide all the tools you need to write a deep-dive business review, looking at the marketplace, consumer, channels, competitors and the brand. Write everything so that it is easy to follow and implement for your brand. My promise to help make you smarter so you can realize your full potential.

Financialization and Strategy

Considering the recent impact of the capital market on corporate strategy, this text analyzes, through argument and supportive case studies, how pressures from the capital bull market of the 1990s and bear market of the early 2000s, have reshaped management action and calculation in large, publicly quoted US and UK corporations. Beginning with the dissatisfaction with classical strategy and its limited engagement with the processes of financialization, the book moves on to cover three detailed company case studies (General Electric, Ford and GlaxoSmithKline) which use long run financial data and analysis of company and industry narratives to illustrate and explore key themes. The book emphasizes the importance of company and industry narrative, while also analyzing long term financial results, and helps to explain the limits of management action and the burden of expectations placed on corporate governance. Presenting financial and market information on trajectory in an accessible way, this book provides a distinctive, critical social science account of management in large UK and US corporations, and it is a valuable resource for students, scholars and researchers of business, management, political economy and non-mainstream economics. short listed for the 2007 IPEG Book Prize

Hacking Growth

'a compelling methodology... to increase market share quickly' -- Eric Ries, bestselling author of THE LEAN STARTUP 'a must-read for anyone in business' -- James Currier, managing partner, NFX Guild 'will teach you how to think like a marketer of tomorrow' -- Josh Elman, partner, Greylock Partners Growth is now the first thing that investors, shareholders and market analysts look for in assessing and valuing companies. HACKING GROWTH is a highly accessible, practical, method for growth that involves cross-functional teams and continuous testing and iteration. Hacking Growth does for marketshare growth what THE LEAN STARTUP does for product development and BUSINESS MODEL GENERATION does for strategy. HACKING GROWTH focuses on customers - how to attain them, retain them, engage them, and monetize them - rather than product. Written by the method's pioneers, this book is a comprehensive toolkit or "bible" that any company in any industry can use to implement their own Growth Hacking strategy, from how to set up and run growth teams, to how to identify and test growth levers, and how to evaluate and act on the results. It is designed for any company or leader looking to break out of the ruts of traditional marketing and become more collaborative, less wasteful, and achieve more consistent, replicable, and data-driven results.

Global Marketing Management

TRY (FREE for 14 days), OR RENT this title: www.wileystudentchoice.com The 7th Edition of Global Marketing Management prepares students to become effective managers overseeing global marketing activities in an increasingly competitive environment. The text's guiding principle, as laid out concisely and methodically by authors Kotabe and Helsen, is that the realities of international marketing are more "multilateral." Suitable for all business majors, the text encourages students to learn how marketing managers work across business functions for effective corporate performance on a global basis and achievement of overall corporate goals. Global Marketing Management brings timely coverage in various economic and financial as well as marketing issues that arise from the acutely recessionary market environment.

The Granularity of Growth

While growth is a top priority for companies of all sizes, it can be extremely difficult to create and maintain—especially in today’s competitive business environment. The Granularity of Growth will put you in a better position to succeed as it reveals why growth is so important, what enables certain companies to grow so spectacularly, and how to ensure that growth comes from multiple sources as you take both a broad and a granular view of your markets.

Dual Transformation

Game-changing disruptions will likely unfold on your watch. Be ready. In Dual Transformation, Scott Anthony, Clark Gilbert, and Mark Johnson propose a practical and sustainable approach to one of the greatest challenges facing leaders today: transforming your business in the face of imminent disruption. Dual Transformation shows you how your company can come out of a market shift stronger and more profitable, because the threat of disruption is also the greatest opportunity a leadership team will ever face. Disruptive change opens a window of opportunity to create massive new markets. It is the moment when a market also-ran can become a market leader. It is the moment when business legacies are created. That moment starts with the core dual transformation framework: Transformation A: Repositioning today’s business to maximize its resilience, such as how Adobe boldly shifted from selling packaged software to providing software as a service. Transformation B: Creating a new growth engine, such as how Amazon became the world’s largest provider of cloud computing services. Capabilities link: Fighting unfairly by taking advantage of difficult-to-replicate assets without succumbing to the “sucking sound of the core.” Anthony, Gilbert, and Johnson also address the characteristics leaders must embrace: courage, clarity, curiosity, and conviction. Without them, dual transformation efforts can founder. Building on lessons from diverse companies, such as Adobe, Manila Water, and Netflix, and a case study from Gilbert’s firsthand experience transforming his own media and publishing company, Dual Transformation will guide executives through the journey of creating the next version of themselves, allowing them to own the future rather than be disrupted by it.

Ramping Your Brand

In this book, I outline a 4-Part approach to thinking smarter about growth as a CPG entrepreneur. It is based on years of anthropological research into how and why consumers pay for premium-priced CPG items and intensive 4P pattern analysis among an elite club of premium CPG brands that all reached $100M+ in less than a decade. Part 1. Designing to Command a Premium This is where many founders fail without realizing it. There is a cultural logic behind premium products that grow extremely fast. You should learn it. Part 2. Managing A Small Experiment Don't hit the gas too early. Successful CPG startups manage a rolling, iterative experiment until key KPIs appear. You should learn this art. Part 3. Fine Tuning the Conversion Playbook Steady velocity growth is essential to ramping your brand. Your team needs to learn the art of sustaining it in key geographies, so that you don't have to buy premature distribution to obtain growth. Part 4. Accelerating to Scale There are three best practices in acceleration. Two of them are counter-intuitive to CPG veterans not expert in the ramping of premium CPG businesses. You need to learn how to deploy them.

The Naked Trader

In this revealing new book, top trader Robbie Burns cuts through the jargon to give you the low-down on the strategies you need to make money from share dealing. Robbie, aka the Naked Trader, is an expert and highly entertaining guide to the sometimes baffling world of the stock market.. The book kicks off with the basics such as: the best websites, magazines and newspapers to look at; the kit you need to get cracking; and some key tips for choosing a broker. Robbie, then, gives you the essential techniques for picking the good shares and, just as importantly, avoiding the bad ones, and finishes up with some more advanced topics like how to make money even when shares fall. Packed with practical advice and delivered in a down-to-earth style, this book is all you need to get started. So, grab your laptop and get trading - your naked future awaits!

The Emerging Markets Century

A new breed of powerhouse companies from the emerging markets is catching their Western competitors off-guard. Household names of today - IBM, Ford, Wal-Mart - are in danger of becoming has-beens as these more innovative superstars rise to dominance, representing both an urgent competitive challenge and an unprecedented investment and business opportunity. Understanding how they have become world-class market leaders - and where they are going next - is crucial to an understanding of the future of globalization. Training his brilliant investor's eye on the top twenty-five of these emerging market companies, visionary international investment analyst Antoine van Agtmael takes readers into the boardroom suites and labs where they are outmanoeuvring their Western competitors. He reveals how these companies have made it to the top of the global heap, profiling major players such as China's Haier appliance manufacturer; Korea's Samsung; Brazil's Embraer jet maker; and India's Infosys. Divulging their strategies for future growth, he analyses how their rise to prominence will change our lives. His unique insights reveal both how we in the West can capitalize on the opportunities these companies represent while also mobilizing a powerful response to the challenges they present.

You Are a Brand!

Celebrity entertainers, star athletes, and corporate icons didn't accidentally wind up at the top-they branded their way there. Now you, too, can leverage the power of a personal brand, harness your potential and take charge of your career. Using strategies from the playbook of the Mad Men of Madison Avenue, advertising guru Catherine Kaputa serves as your personal branding coach in You Are A Brand! 2nd Edition: In Person and Online, How Smart People Brand Themselves for Business Success. Kaputa has expanded her 2007 award-winning classic to include new chapters on crafting your own "elevator speech" and leveraging the power of social media. This updated edition explores strategies and tactics to tap into the power of words, learn the principles of visual identity, think in terms of markets, and execute a self-brand action plan that is unique and memorable. Combining today's hottest business concepts with the realities of the modern workplace, You Are a Brand! 2nd Edition highlights the self-branding odysseys of savvy professionals and budding entrepreneurs-Catherine Kaputa will coach you to take charge of your career through the one-of-a-kind brand that is YOU.

Product-Led Onboarding

When you borrow a plate from grandma, does she ask you to pay a deposit? Of course not. Likewise, blocking your non-paying ("freemium") customers from the core experience of your product, is like chopping your own leg off while running a marathon. Yet, this is just one of the crucial mistakes that most SaaS companies make right off the bat. Think about it. Do YOU have... Stalled accounts taking up valuable space? Sub-par clients who only expect freebies and don't ever use the full features of your product? Low conversion from free accounts to paid? Then, you might have a shot-yourself-in-the-foot problem. In this book, you'll find the easy, 6-step formula you can apply to your operations today that can change absolutely everything. You'll be able to count your company among giants like Mixpanel, Ubisoft, and Outsystems when you: Captivate clients' attention from the get-go. Make it easier for clients to get good at using your software so they are more likely to use it. Create a fool-proof checklist to make your product go viral. Match services with behaviors, and get users addicted to your product. Win rave reviews by making clients feel like VIPs. Use this strategy at each level in your team to supercharge its effect. Rinse and repeat, and watch your business grow while you sleep. In short, you'll discover why putting your customer first is the ultimate secret to growing your company. And how you can achieve astronomical conversions and customer loyalty without even trying. Check out what others are saying: