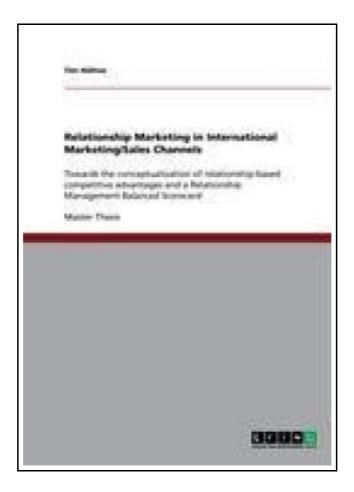
Relationship Marketing in International Marketing/Sales Channels



Filesize: 7.83 MB

Reviews

Excellent electronic book and helpful one. It usually does not cost a lot of. I am quickly will get a pleasure of reading through a written publication.

(Bernardo Feeney Jr.)

RELATIONSHIP MARKETING IN INTERNATIONAL MARKETING/SALES CHANNELS



GRIN Verlag Jul 2008, 2008. Taschenbuch. Book Condition: Neu. 210x149x15 mm. This item is printed on demand - Print on Demand Neuware - Master's Thesis from the year 2007 in the subject Business economics - Marketing, Corporate Communication, CRM, Market Research, Social Media, grade: A, University of Bradford (TiasNimbas Business School), 130 entries in the bibliography, language: English, abstract: This paper intends to contribute to the increasing efforts to dissolve the confusions around relationship marketing (RM). In general, it is to provide evidence to the academic community how RM is operationalised in a to date under-researched setting (namely export channels), and generate practical suggestions to export managers how it may be applied more successfully. In this attempt, the paper reports of a study of relationships between brands (exporters) and international resellers (distributors) in the German sporting goods industry. The study investigated the nature and importance of RM instruments which exporting brands use to leverage relationships for achieving success in foreign markets. Assisting in the exploratory venture, the literature review has lead to the development of an export success model. It provided guidance to the author in his research and will enable the reader to appreciate and classify the research contributions. Finally, this work concludes with the application of the insights of the literature review and the study by proposing a practical management tool, the Export Relationship Management Balanced Scorecard (exRMBSc). It will enable managers and organizations to enhance their relationship management practice and thus helps to solve a frequent issue and crucial problems for many exporting businesses. 96 pp. Englisch.



Read Relationship Marketing in International Marketing/Sales Channels Online Download PDF Relationship Marketing in International Marketing/Sales Channels

Other PDFs



Shadows Bright as Glass: The Remarkable Story of One Man's Journey from Brain Trauma to Artistic Triumph

Free Press. Hardcover. Book Condition: New. 1439143102 SHIPS WITHIN 24 HOURS!! (SAME BUSINESS DAY) GREAT BOOK!!.

Download PDF »



Leave It to Me (Ballantine Reader's Circle)

Ballantine Books. PAPERBACK. Book Condition: New. 0449003965 12+ Year Old paperback book-Never Read-may have light shelf or handling wear-has a price sticker or price written inside front or back cover-publishers mark-Good Copy- I ship FAST...

Download PDF »



It's Just a Date: How to Get 'em, How to Read 'em, and How to Rock 'em

HarperCollins Publishers. Paperback. Book Condition: new. BRAND NEW, It's Just a Date: How to Get 'em, How to Read 'em, and How to Rock 'em, Greg Behrendt, Amiira Ruotola-Behrendt, A fabulous new guide to dating...

Download PDF »



Hitler's Exiles: Personal Stories of the Flight from Nazi Germany to America

New Press. Hardcover. Book Condition: New. 1565843940 Never Read-12+ year old Hardcover book with dust jacket-may have light shelf or handling wear-has a price sticker or price written inside front or back cover-publishers mark-Good Copy-...

Download PDF »



You Shouldn't Have to Say Goodbye: It's Hard Losing the Person You Love the

Sourcebooks, Inc. Paperback / softback. Book Condition: new. BRAND NEW, You Shouldn't Have to Say Goodbye: It's Hard Losing the Person You Love the Most, Patricia Hermes, Thirteen-year-old Sarah Morrow doesn't think much of the...

Download PDF »