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The New Rules Of Green Marketing

Author: Jacquelyn Ottman / **Category**: Business & Economics / **Total Pages**: 256 pages

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Summary: Free the new rules of green marketing pdf download - green products have been around since the 1970s but it s only in recent years that they ve become ubiquitous it s not because consumers suddenly prize sustainability above all it s because savvy green marketers are no longer trying to sell the earth instead they re promoting the value their products provide better health superior performance good taste costeffectiveness or simply convenience this central emphasis on primary benefits the new rules is critical to winning over the mainstream consumer the new rules of green marketing helps readers understand why value-based sustainability marketing has become a critical organizational capacity and how they themselves can adopt this approach drawing on the latest data from leading researchers and reflecting on learnings from her corporate clients and other pioneers including ge nike method starbucks timberland hp natureworks procter gamble stonyfield farm and wal-mart ottman provides practical strategies tools and inspiration for building every aspect of a credible valuebased green marketing strategy she covers using a proactive approach to sustainability to spur innovation developing products that are green throughout their life cycle communicating credibly to avoid accusations of greenwashing teaming up with stakeholders to maximize outreach to consumers taking advantage of social media and much more this book takes the best of ottman s previous groundbreaking work it into the 21st century her new rules relegate traditional green guilt approaches to the recycling bin of history break green products out of their niche and ultimately do a far better job of advancing the triple bottom line of people profits and planet

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