Record Nr. UNINA9910140591503321 Autore Kotler Philip Titolo Marketing 3.0: from products to customers to the human spirit // Philip Kotler, Hermawan Kartajaya, Iwan Setiawan Hoboken, N.J., : John Wiley & Sons, Inc., 2010 Pubbl/distr/stampa **ISBN** 1-282-68750-6 9786612687501 1-118-25788-X 0-470-60966-4 Edizione [1st edition] Descrizione fisica 1 online resource (207 p.) Altri autori (Persone) KartajayaHermawan SetiawanIwan Disciplina 658.8 Soggetti Marketing Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Includes index. Nota di bibliografia Includes bibliographical references and index. Nota di contenuto Marketing 3.0: From Products to Customers to the Human Spirit; CONTENTS; FOREWORD; PREFACE; ABOUT THE AUTHORS; PART I: TRENDS; Chapter One: Welcome to Marketing 3.0; Chapter Two: Future Model for Marketing 3.0; PART II: STRATEGY; Chapter Three: Marketing the Mission to the Consumers; Chapter Four: Marketing the Values to the Employees; Chapter Five: Marketing the Values to the Channel Partners; Chapter Six: Marketing the Vision to the Shareholders; PART III: APPLICATION; Chapter Seven: Delivering Socio-Cultural Transformation; Chapter Eight: Creating Emerging Market Entrepreneurs Chapter Nine: Striving for Environmental SustainabilityChapter Ten: Putting It All Together; INDEX Sommario/riassunto Understand the next level of marketing The new model for marketing-Marketing 3.0-treats customers not as mere consumers but as the complex, multi-dimensional human beings that they are. Customers, in turn, are choosing companies and products that satisfy deeper needs for participation, creativity, community, and idealism. In Marketing 3.0, world-leading marketing guru Philip Kotler explains why the future of

marketing lies in creating products, services, and company cultures

that inspire, include, and reflect the values of target customers. Explains the future o