Record Nr. UNINA9910783013003321 Qualitative research at the marketing/entrepreneurship interface **Titolo** [[electronic resource] /] / guest editor, David Crick [Bradford, England], : Emerald Group Pub.. 2004 Pubbl/distr/stampa **ISBN** 1-280-51548-1 9786610515486 1-84544-409-4 Descrizione fisica 1 online resource (73 p.) Collana Qualitative market research; v. 7, no. 3, 2004 Altri autori (Persone) CrickDavid Disciplina 658.8/3 Soggetti Marketing research Entrepreneurship Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Nota di bibliografia Includes bibliographical references. Contents; Abstracts & keywords; Guest editorial; Crafting a competitive Nota di contenuto advantage: tempering entrepreneurial action with positioning-based values; Understanding practices at the "ethnic" marketing/ entrepreneurship interface: a case study of Kirit Pathak; Marketing in the social enterprise context: is it entrepreneurial?; The nature of networking in small firms; Laments and serenades: relationship marketing and legitimation strategies for the cultural entrepreneur; Relationships, marketing and small business: an exploration of links in theory and practice Sommario/riassunto The essence of entrepreneurship is "effectual action". Researchers at the entrepreneurial/marketing interface suggest that small firms adapt marketing theory to their needs, undertaking a range of emergent actions in response to day-to-day events and problems, without recourse to formal planning or research. By way of contrast, brands require guided action, in order to build a sustainable position in the marketplace, while research also reveals that small specialist firms increase their chance of failure if they undertake a range of unguided

actions that lead to niche drift. Based upon an in-d