Record Nr. UNINA9910783997403321 Autore Birn Robin Titolo Marketing in Publishing [[electronic resource]] Hoboken,: Taylor and Francis, 2002 Pubbl/distr/stampa **ISBN** 0-415-15134-1 9786610517985 1-134-74665-2 1-134-74666-0 1-280-51798-0 0-203-27845-3 Descrizione fisica 1 online resource (171 p.) Altri autori (Persone) ForsythPatrick Disciplina 070.50688 Soggetti Marketing Publishers and publishing Publishers and publishing - Great Britain Publishers and publishing - Marketing - Great Britain Books - Great Britain **Book Studies & Arts** Education Social Sciences Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Book Cover; Title; Contents; List of figures; Acknowledgements; Nota di contenuto Foreword; Preface; Marketing in context; Setting a course; Action to promote sales; The personal touch; Managing distribution; Chips and change; Afterword; Index Sommario/riassunto Marketing in Publishing, offers a wealth of practical information on creative strategies to increase book sales in a competitive and rapidlychanging marketplace. It is the first comprehensive study in this area to be published since the ending of the Net Book Agreement.Patrick Forsyth, now a marketing consultant, draws in his many years' experience of the publishing industry to reinstate marketing firmly

where it should be: as an integral and integrated part of the whole

marketing process.Marketing in Publishing gives expert guidance on different elements of the mark