Record Nr. UNINA9910823679803321 Autore Brown Stephen <1955 March 23-> Titolo Marketing: the retro revolution / / Stephen Brown Pubbl/distr/stampa London, : SAGE, c2001 **ISBN** 0-7619-6850-4 1-4462-3230-1 1-281-25102-X 9786611251024 1-84787-623-4 Edizione [1st ed.] Descrizione fisica 1 online resource (x, 262 p.) : ill Disciplina 658.8 Soggetti Marketing 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 and index. Nota di contenuto Cover; Contents; Recuperating Marketing; On Commencing a Course of Retro Shock Treatment; INTRODUCTION - LOOKING BACK TO SEE AHEAD: 1 Remembering Marketing: The Future is History; PART I PUTTING THE 'CON' INTO CONCEPT; 2 Reviewing Marketing: The Defective Vision of Theodore Levitt; 3 Redeeming Marketing: The Spiritual Side of Trade: 4 Reconfiguring Marketing: The Greatest Sham on Earth; PART II DOWNSIZING STRATEGY; 5 Repositioning Marketing: Ballyhoo's Who; 6 Representing Marketing: The Secret of the Black Magic Box: 7 Replanning Marketing: If Ever a Whiz of a Swiz There Was PART III FIXING THE MIX8 Replacing Marketing: Reading Retroscapes; 9 Rebranding Marketing: Yes, We Have No Bananaburgers; 10 Revolting Marketing: Gross is Good!; CONCLUSION - TRAPPING THE SUBSTANCE; 11 Rejuvenating Marketing: The Big Tease; Rewriting Marketing: Pedagogic Appendix; Reciting Marketing: Notes and References; Index Sommario/riassunto This text explores the current trend in marketing to draw on its past, whether with retro-products like the neo-Beetle retro-scapes, such as Niketown, or retro-advertising campaigns which make the most of the

advertiser's heritage.