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| 1. Record Nr.           | UNISA990001218190203316   |
| Titolo                  | Anna Kuliscioff e l'età del riformismo                              |
| Pubbl/distr/stampa      | Roma, : Mondo operaio avanti, 1978                                  |
| Descrizione fisica      | XVIII m 477 p. ; 21 cm  |
| Collana                 | Biblioteca storica  |
| Disciplina              | 335.4   |
| Soggetti                | Congressi - Milano - 1976<br>Kuliscioff, Anna                       |
| Collocazione            | X.3.B. 4410(III E coll. 83/3)<br>X.3.B. 4410a(III E coll. 83/3 bis) |
| Lingua di pubblicazione | Italiano  |
| Formato                 | Materiale a stampa  |
| Livello bibliografico   | Monografia  |
| Note generali           | Atti del Convegno di Milano, Dicembre 1976                          |

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| 2. Record Nr.           | UNINA9910956912103321   |
| Autore                  | Fill Chris  |
| Titolo                  | Business Marketing Face to Face   |
| Pubbl/distr/stampa      | Oxford, : Goodfellow Publishers Ltd, 2011   |
| ISBN                    | 9781283321419<br>1283321416<br>9781906884697<br>1906884692  |
| Edizione                | [1st ed.]   |
| Descrizione fisica      | 1 online resource (344 p.)  |
| Altri autori (Persone)  | McKeeScot   |
| Disciplina              | 658.8   |
| Soggetti                | Industrial marketing<br>Marketing   |
| Lingua di pubblicazione | Inglese   |
| Formato                 | Materiale a stampa  |
| Livello bibliografico   | Monografia  |
| Note generali           | Description based upon print version of record.   |
| Nota di contenuto       | Acknowledgements; 1An Introduction to Business Marketing; A Slice of Life - Bare Essentials; The Characteristics of Business Markets; Types of Organisational Customers; Types of Business Goods and Services; The Characteristics of B2B Marketing; B2B Marketing Mix; Introducing Perceived Value; The Importance of B2B Relationships; 2Business Products and Services; A Slice of Life - The Battle between Products and Services; Product Characteristics; Business Product Strategy; Business services; Service Processes; The Product-Service Spectrum; Product Life Cycle<br>Technological Applications and the PLCStrategic Implications Arising from the PLC; New Product Development (NPD); New Service Development; Stages of Product/Service Innovation Development; The Technology Adoption Life Cycle; 3Organisational Buying Behaviour; Slice of Life - Consulting with Consultancies; Comparing Organisational and Consumer Buyer Behaviour; Decision Making Units - Characteristics; The Decision Making Process; Influences Shaping Organisational Buying Behaviour; Uncertainty, Risk and Relationships in OBB; eProcurement; 4Relationship Marketing<br>A Slice of Life - The Devil You KnowBusiness Relationships - Background; Relationship Marketing - Theoretical Foundations; The |

Customer Relationship Life Cycle; Differing Types of Relationships; Partnerships and Alliances; Trust, Commitment and Customer Satisfaction; 5Strategy: Segmentation, Positioning and Pricing; A Slice of Life - A Little Ray of Sunshine; Segmentation; Bases for Segmenting Business Markets; Target Market Selection; Barriers to Segmentation; Positioning; Pricing; Leasing; 6Marketing Channels; A Slice of Life - User Journeys; Function and Purpose of Marketing Channels Service OutputsChannel Flows; Types of Distribution Channel; Channel Roles and Membership; 7Supply Chains, Channel Structures and Networks; A Slice of Life - The Chain of Events; Supply Chains; Key elements in Supply Chain Management; Principles of Supply Chain Management; Marketing Channel Design; Channel Configuration; Channel Structure; A Spectrum of Influence in Channel Structures; Networks; Electronic Channels; 8Managing B2B Relationships; A Slice of Life - Believing in the Relationship; The Concept of Power; Channel Conflict; The Nature of Conflict; Reasons for Conflict Managing Interorganisational ConflictBuilding Relationships; The Impact of Technology on Business Relationships; eCommerce and Conflict; Customer Relationship Management Systems; 9Principles of Business Marketing Communications; A Slice of Life - Evolution or Revolution?; Defining Marketing Communications; The Role of Marketing Communications; The Tasks of Marketing Communication; Strategy and Planning MCs; Is it about Campaigns or Activities?; B2B Branding; Integrated Marketing Communications; Channel-based Marketing Communications; Relationship Marketing and Communications  
10The Business Marketing Communications Mix

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## Sommario/riassunto

Business Marketing is an academic textbook written from a marketing management perspective. It is about the marketing methods, issues and principles associated with the relationships and interactions between organisations.

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