

## **Case Studies in Marketing Management and Sales Management**

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### **Abstract**

Business undergraduate and MBA students employed case studies from Harvard University, Thunderbird University and Cranfield University UK for many years. Using these publications and the internet research, add much to the learning of marketing management and sales management. Two hottest jobs today are marketing manager and sales manager. The Marketing Management course was offered in an undergraduate business program. Sales Management course was offered in an MBA class. Real-world examples were explained and discussed in great depth. Students did case studies as their final projects. This paper summarized the results.

**Keyword:** Case Studies, Team Assignment, Final Projects, Marketing Management, Sales Management

Harvard University, Thunderbird University and Cranfield University UK have been publishing case studies for 20+ years. Courses such as Marketing Research, Sales Management and Marketing Management are required in the undergraduate or MBA program. Hsu (2006) wrote a paper on Marketing Research. Job market is very good. A quick search on Hotjobs (2009) yielded 2538 jobs for sales, 2280 for marketing, 3449 jobs for manager. The results from CareerBuilder (2009) gave 2651 for sales, 2938 for marketing, 4519 jobs for manager. This search was done for Manhattan with zip code 10001, and a twenty-mile radius.

In the down economy, marketing and sales managers fare much better than other managers, CNBC (2009). Every business needs to generate revenue. Sales people are always in demand. Marketing manager sets up a strategic marketing plan. Sales managers hire a team of salespeople, to execute this plan. For the large companies, they work closely together. For the small firms, marketing manager does the sales manager's job. The two job functions overlap quite often.

Since 1996, internet e-commerce quickly became the new paradigm for doing business. The savvy managers must take advantage of employing e-commerce to reach the global consumers. Managing the global e-commerce sales and marketing, will be the growth area for the next ten years.

### **(A) Dominican College\*\*\***

Dominican College is located 15 miles northwest of New York City. Division of Business Administration offers Bachelor of Science programs in Accounting, Computer Information Systems (CIS), Economics, and five concentrations of management: Financial Management, Human Resource Management, Information Systems Management (MIS), International Management, and Marketing Management. As of the Fall Semester of 2009, the College enrolled 2000+. Business is the largest division.

# Case Studies In Marketing Management And Research

**Jan-Philipp Büchler, Jennifer Decker**



## **Case Studies In Marketing Management And Research:**

**Case Studies in Marketing Management and Research** S. K. Bhatia, 2010      Case Studies in Marketing Management S. Ramesh Kumar, 2012      *Handbook of Research Methods for Marketing Management* Nunkoo, Robin, Teeroovengadum, Viraiyan, Ringle, Christian M., 2021-10-22 Taking a multidisciplinary approach this comprehensive Handbook comprises contributions from international researchers of diverse educational and research backgrounds Chapters present methodological issues within marketing research sharing the researchers experiences of what does and does not work as well as discussing challenges and avenues for innovation      *Case Studies In Marketing Management* S.D. Sharma Et Al., 1999-01-01 Case Studies Method Is The Most Reliable Research Methodology Case Studies In Marketing Management Comprised Of The Following Chapters Organisation Of Marketing Functions Industrial Expansion And Domestic Marketing Japanese Experience Marketing Behaviour Of Large Manufacturing Firms State Trading And Mixed Economies Case Studies Pharmaceuticals America Oil Company Italy Industrial Cooling Uae Tobacco Egypt Metal Working South America Metal Industry Brazil Metal Fabrication Japan Cosmetics And Toiletries Japan Book Distribution South America Printing Brazil Containers South America Substantially Based On The Findings Of The Authoritative Researches In This Field This Book Will Prove A Good Reference Work To Students Scholars And Teachers In The Field Besides Management Professionals      Case Study Research for Business Jillian Dawes Farquhar, 2012-02-21 The only case study research textbook written exclusively for students of Business and related disciplines Using a step by step approach Case Study Research for Business takes you right through the case study research process from research design and data collection using qualitative and quantitative methods to research analysis writing up and presenting your work Key features Takes a multidisciplinary approach to case study research design by drawing on research philosophies to improve student understanding of these critical research traditions and hence provide firmer theoretical foundations for their research Coverage of contemporary topics such as research ethics and access Packed with practical examples from all areas of business Pedagogical features include vignettes exercises and cases which directly relate to business research Case Study Research for Business will prove a valuable resource for undergraduate postgraduate and research students of business and related disciplines      *MKT364*, 2014      **Rethinking the Case Study in International Business and Management Research** Rebecca Marschan-Piekkari, Catherine Welch, 2011-01-01 This important and original book places the case study in international business research in its historical context critically evaluates current case study practices in the field and proposes a more pluralistic future for case research within international business and international management research While the case study is the most popular qualitative research strategy in the field only a narrow selection of possible approaches is currently used IB and IM researchers typically rely on a case study approach that could be characterized as qualitative positivism The editors and contributors look beyond this disciplinary convention and encourage greater pluralism in IB and IM case research Their key argument is that

increased awareness of prevailing disciplinary conventions and their limitations increases the potential for methodological innovation and versatility in case research The contributions provide critical novel and innovative perspectives on the case study in IB and IM research The book offers inspiration to case authors and an authoritative methodological reference for those publishing and reviewing case research It will also be highly regarded by postgraduate and doctoral students in IB and IM as well as both qualitative and quantitative researchers in the field      **Understanding Case Study Research** Malcolm

Tight,2017-01-26 Written in an accessible and jargon free style this book provides a comprehensive student friendly guide to the nature and use of case study research Whether as part of a more substantial study or as the foundation for a self contained smaller project case studies provide viable and valuable alternatives to conducting large scale research Grounded in both theory and practice this book sets out not only the key debates and ethical issues surrounding case study research but also focuses specifically on the work of others and how you can understand use and write about secondary data as the basis for your own research project With tips examples and extensive discussion of real world case studies from a variety of social science and other disciplines Tight illustrates the kinds of research to which case studies can be applied Topics include Types of case studies Advantages and disadvantages to using case studies The meaning and value of case study research The use of case studies in different disciplines and research designs Whether you want to know how to access and use the case studies of others or understand the methods behind conducting your own case study research this book will take you through every step of the process      *Cases in Marketing and Marketing Research* ,1969      **Market Entry Strategies** Mario

Glowik,2020-09-21 This entirely revised and updated third edition of Market Entry Strategies continues to combine the profound explanation of internationalization theories and concepts with real life firm cases Reviewing the readers valuable feedback from successful previous editions this version targets to improve the readability New firm cases of Delivery Hero and Tesla contribute to broaden the books industry focus Particular attention is paid on the case studies developed to exercise in light of business practice what is theoretically taught and explained in the textbook Through its link to digital learning tools such as charts available to the public at YouTube this new edition provides best pre requisites for distance learning environments      Global Marketing Management Kiefer Lee,Steve Carter,2012-03-29 Global Marketing

Management provides comprehensive coverage of the issues which define marketing in the world today equipping students with some of the most current knowledge and practical skills to help them make key management decisions in the dynamic and challenging global trade environment      **Harvard Business Review** ,1923 Includes sections Review of business

literature and Book notices      *Case Studies in Marketing* Sidharth Balakrishna,2011 Highly readable and up to date this casebook provides marketing students with the opportunity to gain valuable experience in case analysis through active participation and discussions This book is a collection of twelve cases drawn from different sectors like FMCG automobiles and petroleum      **Small Business Clustering Technologies: Applications in Marketing, Management, IT and**

**Economics** MacGregor, Robert, Hodgkinson, Ann T., 2006-09-30 Examines the development and role of small business clusters from a variety of disciplines economics marketing management and information systems This book aims to prove that there is an approach suggesting that cluster analysis is truly interdisciplinary It gives case studies illustrating the variety of clusters throughout the world *Innovative Management* Prof. J.A. Kulkarni, 2015-06-29 This book on INNOVATIVE MANAGEMENT authored by Prof J A Kulkarni is a thorough and well written book with adequate concepts clarity and consistent approach on global business management with comprehensive treatment of major aspects of organisational appraisals business Complexity Management and simplified approach to Strategic Management Concepts and practices This is a very useful book a real help for academic institutions faculty and students of business management as also equally interesting important and essential read for industry executives consulting globe trotters The case studies on contemporary globalised business management would keep the reader glued to this book in search for issue resolutions to similar situations in real life Teaching Case Studies - Marketing and Branding Jan-Philipp Büchler, Jennifer Decker, 2017 In this case study book we present real teaching cases in branding and marketing which are suitable for Bachelor and Master Programs in International and Strategic Management Case study learning and teaching offers students and lecturers a great opportunity for class discussions on prevailing topics Case studies can be used for individual and group work The structure of the cases allows lecturers to use it in different contexts regarding exercises and educational objectives Case teaching provides an interactive and challenging environment involving diverse perspectives and complex interdependencies that trigger thoughts and discussions about practical business challenges *Case Studies on Food Experiences in Marketing, Retail, and Events* Susanne Doppler, Adrienne Steffen, 2020-08-21 Case Studies on Food Experiences in Marketing Retail and Events explores approaches for creating ideal food shopping and consumption experiences and the challenges food customers face today With a basis in literature review and theoretical background the book illustrates specific case studies on food shopping experiences food consumption experience in restaurants and food experience and events as well as insights on the methodological tools adopted throughout Topics include food and food service design the creation of customer loyalty through experiences communication strategies like food promotion and event management and defining product positioning in a competitive environment This book is an excellent resource for industry professionals in the food and beverage sectors including those who work in marketing communication hospitality and management as well as students studying business management tourism management event management applied marketing and consumer behavior Presents the challenges customers face in their away from home food shopping Explains how customer food experiences can be created Contains best practice examples of how food companies achieve a competitive advantage by creating memorable customer experiences

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*Bulletin of Business Research* ,1926

**Subject Catalog, 1979** Library of Congress,1979

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