

Strategic Brand Management Keller Multiple Choice Questions

University branding has increased substantially, due to demands on universities to enrol greater numbers of students, rising tuition fees, the proliferation of courses, the growing 'internationalization' of universities, financial pressures, and reliance on income from foreign students. As higher education continues to grow, increased competition places more pressure on institutions to market their programs. Technological, social, and economic changes have necessitated a customer-oriented marketing system and a focus on developing the university brand. This book is unique in providing a composite overview of strategy, planning, and measurement informed by ground-breaking research and the experiences of academics. It combines theoretical and methodological aspects of branding with the views of leading exponents of branding in different contexts and across a range of higher education institutions. Expert contributors from research and practice provide relevant and varying perspectives allowing readers to access information on international trends, theory, and practices about branding in higher education. Readers are exposed to the critical elements of strategic brand management, gain insights into the planning process of higher education branding, and gain a solid understanding of the emerging research area of branding concepts in higher education. Advanced students, and researchers will find this book a unique resource and it

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will also be of interest to brand practitioners in both education and public sector markets.

Political Branding Strategies tells the story of branding by the Australian Labor Party across seven years and three brands – Kevin07, The Real Julia and that of the party.

Employing a new framework to understand and evaluate branding, the book offers lessons for practitioners, researchers and citizens in democracies everywhere.

Innovation and novel leadership strategies have aided the successful growth of the fashion industry around the globe. However, as the dynamics of the industry are constantly changing, a deficit can emerge in the overall comprehension of industry strategies and practices. The Handbook of Research on Global Fashion Management and Merchandising explores the various facets of effective management procedures within the fashion industry. Featuring research on entrepreneurship, operations management, marketing, business modeling, and fashion technology, this publication is an extensive reference source for practitioners, academics, researchers, and students interested in the dynamics of the fashion industry.

This book explores omnichannel fashion and luxury retailing with a particular emphasis on the role of computer-mediated marketing environments in determining a consumers purchase and post-purchase trajectories. The fashion industry has evolved rapidly over the last few years with the diffusion of fast fashion and luxury democratization, not to mention the advent of ICT and the development of communication. Today, fashion companies face new challenges, such as how to

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manage brands and how to choose between marketplaces and digital marketplaces. While some companies focus on one channel selection, others embrace the omnichannel choice and look for a balance between the two environments. Whatever the strategy, it is essential to manage these touch-points in order to create interaction between consumers and brands, provide meaningful customer experiences, and to maximize customers engagement. An insightful read for scholars in marketing, fashion and retail, this book investigates the triangulation between branding, marketplace, and marketpace and its impact on the organization. Wilson Ozuem teaches and supervises research projects in a number of UK universities, including City, University of London, Warwick University, University of Birmingham and the University of Cumbria. His general area of expertise lies in digital marketing and fashion marketing. His specific research interest is understanding the impacts of emerging computer-mediated marketing environments (CMMEs) on the fashion industry. Professor Ozuem is acknowledged as one of the international leaders in the study of digital marketing and multichannel retailing. His research has been published in key journals, including the European Journal of Marketing, Journal of Business Research, Information Technology & People, Psychology & Marketing, and many others. Silvia Ranfagni is Associate Professor of Marketing at the Department of Economics and Management at the University of Florence, Italy. Her research interests include innovation, internationalization, and brand management with special

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reference to the fashion and cultural industry. She has participated in international marketing conferences, and has published in national and international journals such as *Journal of Fashion Marketing and Management*, *Management Decision*, *European Journal of Marketing*, *Journal of Consumer Behaviour*, *Journal of Business Research*, and *Journal of Interactive Marketing*.

The twelve cases in this book, written by Kevin Lane Keller, one of the international leaders in the study of strategic brand management and integrated marketing communications, feature some of the world's most successful brands and companies, including Levi Strauss & Co., Intel, Nike, and DuPont. Keller's cases examine the strategic brand management process, best practice guidelines, and how to best build and manage brand equity. For executives and managers in marketing and/or brand management. This book is suggested for use with *Strategic Brand Management, 2e*, also by Kevin Lane Keller and published by Prentice Hall.

The amount and range of brand related literature published in the last fifty years can be overwhelming for brand scholars. This Companion provides a uniquely comprehensive overview of contemporary issues in brand management research, and the challenges faced by brands and their managers. Original contributions from an international range of established and emerging scholars from Europe, US, Asia and Africa, provide a diverse range of insights on different areas of branding, reflecting the state of the art and insights into future challenges. Designed to provide not only a comprehensive overview, but also to stimulate new

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insights, this will be an essential resource for researchers, educators and advanced students in branding and brand management, consumer behaviour, marketing and advertising.

Finely focused on the "how to" and "why" throughout, this strategy guide provides specific tactical guidelines for planning, building, measuring, and managing brand equity. This approach considers why brands are important, what they represent to consumers, and what should be done by firms to manage them properly. Incorporating developments from both academia and industry, this exploration of brands, brand equity and strategic brand management combines a theoretical foundation with numerous techniques and practical insights. Suitable for both graduates and upper-level undergraduates.

This unique book focuses upon service design, including retail and multi-channel marketing matters pertinent to the current age where physical contact with consumers has resurfaced as an enduring part of the marketing and branding landscape - complementary to online and virtual worlds.

Bringing together theories and concepts from brand management, consumer culture theory, marketing, communications, and design, this book provides an understanding of how organisations can successfully develop, market, and manage their brands. It draws extensively from scholarly research published in social sciences and humanities to provide a detailed discussion of the process of brand management and

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development. This book explores how organisations can design brand identities, develop brand marketing programmes, measure brand performance, and sustain brand equity, combining psychological, sociological, cultural, and management perspectives. It provides numerous examples that contextualise theory, enabling the reader to understand how past and present branding campaigns and strategies can be deconstructed, analysed, and evaluated, using these theoretical insights. With end-of-chapter case studies on Burberry, Juventus F.C., Pukka Herbs, YO!, and many other European and global brands, *Strategic Brand Management and Development* is an essential text for students in marketing, brand management, and consumer research, or for anyone interested in understanding the extraordinary power and scope of brands and branding in contemporary post-modern society.

Delving into the rapidly developing field of dual marketing, investigating the strategic alliances, multi-stakeholder perspectives and branding potential it holds, this book promotes the adoption of the multichannel approach which is fundamental to facing the challenges of marketing 4.0.

This book aims to uncover the hidden and unexploited power of leveraging from the concept of brand and brand building for B2B marketers. It focuses on the need of B2B marketing from the point of view of Indian markets and economic conditions at

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home. With extensive discussions on the three most respected corporate brands in India—Tata, Larsen & Toubro and Infosys—the author demonstrates how these companies have created value through brands and how their branding initiatives are benchmarks in their journey to success.

NEW IN PAPERBACK ?The Handbook of Marketing is different... that Barton Weitz and Robin Wensley are its editors should suggest something out of the ordinary. A glance at the contributors (e.g., Wilkie. Webster, Day, Shocker, Keller, Hauser, Winer, Stewart. Parasuraman. Zeithaml) puts the matter to rest. The Handbook is an extraordinary effort. The blurb on the dust jacket is an understatement-the "Handbook will be invaluable to advanced undergraduates, graduate students, academics, and thoughtful practitioners in marketing"-the book is far more than that..... in short, the Handbook is probably invaluable to all academic researchers? - Journal of Marketing ?Handbook of Marketing is a rich compilation of thorough reviews in the field of marketing management. The editors have selected premier marketing scholars and have given them the opportunity to examine their area of expertise in a format much less confining than those provided by the major journals in the field. The authors have taken this opportunity and have done an outstanding job not only of reviewing and structuring the extensive body of thought in many major areas of

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marketing management but also of providing valuable suggestions for further research. They have brought together major contributions from the field of marketing and from other related disciplines. I strongly encourage marketing scholars to consider Handbook of Marketing. The text will certainly appeal to those with interests in marketing management; it may also be useful to those who are more focused on methodological issues but interested in topics that need additional, rigorous investigation.... In summary, Weitz and Wensley should be congratulated for the excellent work in developing Handbook of Marketing. The book fills a major void in the marketing literature on marketing management and will serve the discipline for many years to come? - Journal of Marketing Research ?This text achieves the rare goal of covering marketing clearly and deeply, with no unnecessary examples or pretty pictures. For the enquiring mind, it is a wonderful link between a basic knowledge of marketing concepts and a grasp of where research in marketing is taking us? - Ken Simmonds, Emeritus Professor of Marketing and International Business, London Business School The Handbook of Marketing presents a major retrospective and prospective overview of the field of marketing, and provides a landmark reference at a time when many of the traditional boundaries and domains within the marketing discipline have been subject to change. -

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A high calibre collection compiled by an international and extremely distinguished advisory board of marketing academics - With contributions from leading scholars in the field, each covering the latest research issues in particular areas of expertise - Each chapter provides the necessary background for study and research of specific empirical and theoretical topics in marketing. The Handbook of Marketing will be invaluable to advanced undergraduates, graduate students and academics in marketing. International Advisory Board: Sonke Albers Christian-Albrechts-University of Kiel, Germany / Erin Anderson INSEAD, France / Rick Bagozzi Rice University, USA / Patrick Barwise London Business School / Rod Brodie University of Auckland / Anne T Coughlan Northwestern University / George Day University of Pennsylvania / Lars Gunnar-Mattsson Stockholm School of Economics / Hubert Gatignon INSEAD, France / Håkan Håkansson The Norwegian School of Management / Stephen J. Hoch University of Pennsylvania, USA / Kevin Keller Dartmouth College, USA / Donald Lehmann Columbia University, USA / Gilles Laurent HEC, France / Leonard Lodish University of Pennsylvania / Richard Lutz University of Florida / David Midgley INSEAD, France / David Montgomery Stanford University, USA / William Perreault University of North Carolina, USA / John Roberts Stanford University, USA / Allan

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Shocker University of Minnesota / Piet Vanden Abeele Vlerick Leuven Gent Management School, Belgium / Russell Winer University of California, Berkeley, USA / Dick Wittink Yale School of Management, USA

"Using the most current concepts, up-to-date data, and a wide range of examples, this authoritative text illustrates how excellent management strategies lead to unsurpassed marketing success."--Page 4 of cover.

Adopted internationally by business schools, MBA programmes and marketing practitioners alike, *The New Strategic Brand Management* is simply the reference source for senior strategists, positioning professionals and postgraduate students. Over the years it has not only established a reputation as one of the leading works on brand strategy but also has become synonymous with the topic itself. The new edition builds on this impressive reputation and keeps the book at the forefront of strategic brand thinking. Revealing and explaining the latest techniques used by companies worldwide, author Jean-Noël Kapferer covers all the leading issues faced by the brand strategist today, supported by an array of international case studies. With both gravitas and intelligent insight, the book reveals new thinking on a wealth of topics including: brand architecture and diversity strategies; market adaptation approaches; positioning in the private

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label and store brand environment, and much, much more. Whether you work for an international company seeking to leverage maximum financial value for your brand, or whether you are looking for practical guidance on brand management itself, Kapferer's market-leading book is the one you should be reading to develop the most robust and watertight approach for your company.

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of brands (luxury, corporate and retail), international examples and case studies from companies such as Audi, Nivea, Toyota and Absolut Vodka, plus, among other things, models and frameworks such as the Brand Identity Prism, it remains at the forefront of strategic brand thinking.

Incorporating the latest industry thinking and developments, this exploration of brands, brand equity, and strategic brand management combines a comprehensive theoretical foundation with numerous techniques and practical insights for making better day-to-day and long-term brand decisions -- and thus improving the long-term profitability of specific brand strategies. Finely focused on "how-to" and "why" throughout, it provides specific tactical guidelines for planning, building, measuring, and managing brand equity. It includes numerous examples on virtually every topic and over 75 Branding Briefs that identify successful and unsuccessful brands and explain why they have been so. Case studies will familiarize readers with the real-life stories of Levi's Dockers, Intel Corporation, Nivea, Nike, and Starbucks.

The discipline of technology management focuses on the scientific, engineering, and management issues related to the commercial introduction of new technologies. Although more than thirty U.S. universities offer PhD programs in the subject, there has never been a single comprehensive resource dedicated to technology management. "The Handbook of Technology Management" fills that gap with coverage of all the core topics and applications in the field. Edited by the renowned Doctor Hossein Bidgoli, the three volumes here include all the basics for students, educators, and practitioners

A primer on the future of PR, marketing and advertising — now revised and updated with new case studies "Forget

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everything you thought you knew about marketing and read this book. And then make everyone you work with read it, too." —Jason Harris, CEO of Mekanism Megabrands like Dropbox, Instagram, Snapchat, and Airbnb were barely a blip on the radar years ago, but now they're worth billions—with hardly a dime spent on traditional marketing. No press releases, no TV commercials, no billboards. Instead, they relied on growth hacking to reach users and build their businesses. Growth hackers have thrown out the old playbook and replaced it with tools that are testable, trackable, and scalable. They believe that products and businesses should be modified repeatedly until they're primed to generate explosive reactions. Bestselling author Ryan Holiday, the acclaimed marketing guru for many successful brands, authors, and musicians, explains the new rules in a book that has become a marketing classic in Silicon Valley and around the world. This new edition is updated with cutting-edge case studies of startups, brands, and small businesses. Growth Hacker Marketing is the go-to playbook for any company or entrepreneur looking to build and grow. Strategic Brand Management Building, Measuring, and Managing Brand Equity Prentice Hall

Hospitality and Tourism - Synergizing creativity and innovation in research contains 116 accepted papers from the International Hospitality and Tourism Postgraduate Conference 2013 (Shah Alam, Malaysia, 2–3 September 2013). The book presents trends and practical ideas in the area of hospitality and tourism, and is divided into the sections below: - Hospitality and tourism management - Hospitality and tourism marketing - Current trends in hospitality & tourism - Technology, advancement and innovation in hospitality and tourism - Green hospitality and tourism - Food service and food safety - Relevant areas in hospitality and tourism Hospitality and Tourism - Synergizing

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creativity and innovation in research will be useful to postgraduate students, academia and professionals involved in the area of hospitality and tourism.

New ideas change the world. From social movements to scientific discovery the power of an idea is to reshape the world, who we are, and how we live. Changes in the increasingly dynamic competitive environment require a focus on what should be done, not just what is currently done. The inspiration for this book is to provide an outlet for cogent ideas that will help managers build and maintain brands in the future marketplace. Written by the leading minds

management from around the globe who are redefining best practices in managing brands, It examines the future of branding on key concepts including brand performance management, brand strategy, brand building, revitalizing brands, brand valuation, brand analysis, brand protection, and brand experience. The all-star team includes: Martin Roll, Kevin Lane Keller, Don E. Schultz, Bernd Schmitt, Jean-Noel Kapferer, , V. Kumar, Bharath Rajan, Lluís Martínez-Ribes, Shi Zhang, Jean Yannis Suvatjis, Leslie de Chernatony, Vanessa M. Patrick and Henrik Hagtvedt, Gregory M Thomas, Jeffrey Parkhurst Srinivas Reddy, Anupam Jaju, Werner Reinartz, Jeffery Andrien, Paul Benoit, Philip C Zerrillo, Cem Bahadir, and Rajendra K Srivastava.

Incorporating the latest thinking and developments from both academia and industry, this exploration of brands, brand equity and strategic brand management combines a comprehensive theoretical foundation with numerous techniques and practical insights for making better day-to-day and long-term brand decisions. Focused on how-to and why, it provides specific tactical guidelines for planning, building, measuring and managing brand equity. It includes numerous examples on each topic and over 75 Branding Briefs that identify successful and unsuccessful brands.

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First Published in 2010. Routledge is an imprint of Taylor & Francis, an informa company.

To survive in today's competitive and globalized business environment, marketing professionals must look to develop innovative methods of reaching their customers and stakeholders. Examining the relationship between culture and marketing can provide companies with the data they need to expand their reach and increase their profits. *Global Branding: Breakthroughs in Research and Practice* provides international insights into marketing strategies and techniques employed to create and sustain a globally recognized brand. Highlighting a range of pertinent topics such as brand communication, consumer engagement, and product innovation, this publication is an ideal reference source for business executives, marketing professionals, business managers, academicians, and researchers actively involved in the marketing industry.

Marketing orientation is both the key objective of most food producers and their biggest challenge. Connecting food and agricultural production with the changing needs and aspirations of the customer provides the means to ensure competitive advantage, resilience and added value in what you produce. But market orientation is not something that you can just buy in or bolt on to what you do. Market orientation is a matter of changing the culture of your organisation; finding ways of learning more about your customers and understanding their needs; changing your development and reward systems to educate your employees; it may also involve significant changes to your production processes. This comprehensive collection of original research explores the challenges and opportunities associated with market orientation along the food supply chain; from the animal feed industry to meat retailing and from organic foods to old world wines. All the chapters provide exceptional insight into

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understanding how market orientation can benefit food suppliers and how it is essential for long-term success. This book is an original, high-quality collection of chapters about highly topical and important brand management issues, and it shows both theoretical and empiric analysis. The 10 selected chapters are referred, with original contents and rigorous research methodologies, to some important challenges the brand management has to face in the current competitive contexts, characterized by the dominance of the intangible resources and the new information and communication technologies. Written by leading academics, this book is dedicated not only to marketing and management scholars but also to students wanting to investigate the knowledge concerning special fields and special brand management themes. As well to the practitioners who can find a wide reference also to the managerial implication from the strategic and operative perspectives.

Adopted internationally by business schools and MBA programmes, *The New Strategic Brand Management* is simply the reference source for senior strategists, positioning professionals and postgraduate students. Over the years it has not only established a reputation as one of the leading works on brand strategy, but also has become synonymous with the topic itself. Using an array of international case studies, Jean-Noël Kapferer covers all the leading issues faced by brand strategists today. With both gravitas and intelligent insight, the book reveals new thinking on topics such as putting culture and content into brands, the impact of private labels and the comeback of local brands. This updated fifth edition of *The New Strategic Brand Management* builds on its impressive reputation, including new information to enable students and practitioners to stay up to date with targeting, adding recent research and market knowledge to the discipline. With dedicated sections for

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specific types of brands (luxury, corporate and retail), international examples and case studies from companies such as Audi, Nivea, Toyota and Absolut Vodka; plus models and frameworks such as the Brand Identity Prism; it remains at the forefront of strategic brand thinking.

The most important assets of any business are intangible: its company name, brands, symbols, and slogans, and their underlying associations, perceived quality, name awareness, customer base, and proprietary resources such as patents, trademarks, and channel relationships. These assets, which comprise brand equity, are a primary source of competitive advantage and future earnings, contends David Aaker, a national authority on branding. Yet, research shows that managers cannot identify with confidence their brand associations, levels of consumer awareness, or degree of customer loyalty. Moreover in the last decade, managers desperate for short-term financial results have often unwittingly damaged their brands through price promotions and unwise brand extensions, causing irreversible deterioration of the value of the brand name. Although several companies, such as Canada Dry and Colgate-Palmolive, have recently created an equity management position to be guardian of the value of brand names, far too few managers, Aaker concludes, really understand the concept of brand equity and how it must be implemented. In a fascinating and insightful examination of the phenomenon of brand equity, Aaker provides a clear and well-defined structure of the relationship between a brand and its symbol and slogan, as well as each of the five underlying assets, which will clarify for managers exactly how brand equity does contribute value. The author opens each chapter with a historical analysis of either the success or failure of a particular company's attempt at building brand equity: the fascinating Ivory soap story; the transformation of Datsun to

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Nissan; the decline of Schlitz beer; the making of the Ford Taurus; and others. Finally, citing examples from many other companies, Aaker shows how to avoid the temptation to place short-term performance before the health of the brand and, instead, to manage brands strategically by creating, developing, and exploiting each of the five assets in turn

College students are now regarded as consumers, not students, and nowhere is the growth and exploitation of the university more obvious than in the realm of college sports, where the evidence is in the stadiums built with corporate money, and the crowded sporting events sponsored by large conglomerates. The contributors to *Sport and the Neoliberal University* examine how intercollegiate athletics became a contested terrain of public/private interests. They look at college sports from economic, social, legal, and cultural perspectives to cut through popular mythologies regarding intercollegiate athletics and to advocate for increased clarity about what is going on at a variety of campuses with regard to athletics. Focusing on current issues, including the NCAA, Title IX, recruitment of high school athletes, and the Penn State scandal, among others, *Sport and the Neoliberal University* shows the different ways institutions, individuals, and corporations are interacting with university athletics in ways that are profoundly shaped by neoliberal ideologies.

"Today you can build powerful, enduring brands at amazingly low cost -- without expensive ad campaigns, huge marketing budgets, self-interested outside agencies, or deep specialized expertise. [...] Chris Grams integrates classic brand positioning concepts with 21st century digital strategies, tools, and practices. Grams presents great new ways to collaboratively uncover, communicate, and evolve your ideal brand position, embed it in organizational culture, and work with your brand community to make it come to life. This step-by-step guide will lead you through the entire brand

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positioning process, while providing all you need to build a winning brand on a tight budget"--Back cover.

Brand management is the planning and analysis of the perceived image of a brand in the market. The most important aspect of any brand is its relation to its target audience.

Tangible aspects like the look, price, and packaging of the product are essential elements of brand management. Other elements like brand image, brand perception, brand awareness, brand equity, brand relation, and consumer relation are pivotal for any brand to succeed in the market.

Some common branding strategies include multibranding strategy, brand extension, co-branding and private branding strategy, among many others. This book elucidates the concepts and innovative models around prospective developments with respect to brand management. It studies, analyzes and upholds the pillars of brand management and its utmost significance in modern times. Those with an interest in this field would find this book helpful.

Welcome to a brand-new way of thinking about branding. The Physics of Brand is an exploration of how brands evolve in time and space. Drawing on experience working with companies such as Patagonia, General Mills, Target, and more, this book provides an exciting new systems approach to branding. By focusing on how brands and people actually interrelate, you'll gain a new perspective on brand growth and interaction. Complete with case studies to illustrate these concepts and Thought Experiments to get you thinking conceptually, The Physics of Brand is your new textbook on brand theory.

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For students, managers and senior executives studying Brand Management. Keller's market leading strategic brand management book provides insights into profitable brand strategies by building, measuring, and managing brand equity. The Global Edition strengthens relevance by using locally applicable examples that include Scoot, Hyundai, Etisalat, Qantas, Uniqlo, Mambo. The full text downloaded to your computer With eBooks you can: search for key concepts, words and phrases make highlights and notes as you study share your notes with friends eBooks are downloaded to your computer and accessible either offline through the Bookshelf (available as a free download), available online and also via the iPad and Android apps. Upon purchase, you will receive via email the code and instructions on how to access this product. Time limit The eBooks products do not have an expiry date. You will continue to access your digital ebook products whilst you have your Bookshelf installed. The second edition of Services Marketing, with an enhanced conceptual foundation, meets this requirement of students, managers and marketing professionals. The enhanced pedagogy and coverage in this edition in conjunction with the lucid and pithy style of the author make this book perfect for students of business administration, commerce and management.

For over two decades, it has been argued that the

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brand is an important value creator and should therefore be a top management priority. However, the definition of what a brand is remains elusive. This comprehensive textbook presents the reader with an exhaustive analysis of the scientific and paradigmatic approaches to the nature of brand as it has developed over the last twenty years. Taking a multi-disciplinary approach and offering an exhaustive analysis of brand research literature, it delivers a thorough understanding of the managerial implications of these different approaches to the management of the brand. Brand Management: Research, Theory and Practice fills a gap in the market, providing an understanding of how the nature of brand and the idea of the consumer differ in these approaches and offers in-depth insight into the opening question of almost every brand management course: "What is a brand?"

This comprehensive handbook critically addresses current issues and achievements in the field of media branding. By discussing media branding from different viewpoints, disciplines and research traditions, this book offers fresh perspectives and identifies areas of interest for further research. The authors highlight the peculiarities of this field and reveal links and commonalities with other areas of study within communication science. The chapters address different research areas, such as society-, content-, management-, audience- as well as

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advertising aspects of media brands. This handbook thus brings together contributions from different areas making it a valuable resource for researchers and experts from industry interested in media branding.

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