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International Marketing by Cateora, Gilly, and Graham has been a pioneer in the field of international marketing. The authors continue to set the standard in this edition with new and expanded topics that reflect the swift changes of the competitive global market, as well as increased coverage of technology's impact on the international market arena. Now with over 100 new academic articles and their findings integrated into this 16th edition! Providing a well-rounded perspective of international markets that encompasses history, geography, language, and religion as well as economics, International Marketing helps students to see the cultural and environmental uniqueness of any nation or region. The 16th edition reflects all the important events and innovations to affect global business within recent years, while including several new and updated learning tools and teaching resources.

Pioneers in the field, Cateora, Gilly, and Graham continue to set the standard in this 17th edition of International Marketing with their well-rounded perspective of international markets that encompass history, geography, language, and religion as well as economics, which helps students see the cultural and environmental uniqueness of any nation or region. In addition to coverage of technology's impact on the international market arena, the 17th edition of International Marketing features new topics that reflect recent changes in global markets, updated teaching resources, and new learning tools including McGraw-Hill's Connect with its adaptive SmartBook that lets instructors assign textbook readings and incentivize students' engagement with course content. Click "Features" below for more.

International Marketing addresses global issues and describes concepts relevant to all international marketers, regardless of their international involvement. Notwithstanding the extent of global perspective that firms may have, they are affected by the competitive activity in the global marketplace. It is this perspective that the authors bring into this edition of the text. The text focuses on the strategic implications of competition in different markets. The environmental and cultural approach to international marketing permits a truly global orientation. Thus the reader's horizon is not limited to any specific nation but the text provides an approach and framework for identifying and analyzing the important cultural and environmental uniqueness of any nation or global region. Salient Features: ? 10 Indian cases included in the book ? New sections on negative impact of new communication tools, intellectual property rights in the international context, Brexit, inventive international negotiation etc. ? Thoroughly updated data, text, pictures and exhibits across the chapters ? More than 100 new academic articles and their findings integrated and cited across the chapters

Pioneers in the field, Cateora, Gilly, and Graham continue to set the standard in this 18th edition of International Marketing with their well-rounded perspective of international markets that encompass history, geography, language, and religion as well as economics, which helps students see the cultural and environmental uniqueness of any nation or region. The dynamic nature of the international marketplace is reflected in the number of substantially improved and expanded topics in this 18th, including the following over 100 new academic articles and their findings. All data, text, photos and images have been updated for currency, as has the corresponding content within McGraw-Hill Education's Connect with adaptive SmartBook. Additional updates include:NEW Cases: New cases accompany the 18e, enlivening the material in the book and class discussions while broadening a student's critical thinking skills. These cases bring forth many of the topics discussed in the chapters and demonstrate how these concepts are dealt with in the real world. These cases can be assigned in Connect and SmartBook. Optionally, a case booklet can be create using McGraw-Hill CREATE. Crossing Borders Boxes: These invaluable boxes offer anecdotal company examples. These entertaining examples are designed to encourage critical thinking and guide students through topics ranging from ethical to cultural to global issues facing marketers today. 4-Color Design: New color maps and exhibits allow for improved pedagogy and a clearer presentation of international symbols and cultural meanings in marketing and advertising. In addition, photos that depend on full color for maximum impact easily bring many global examples to life.

Covering the conventional areas of international economics, this edition provides the blend of events and analysis to help readers understand global economic developments and to evaluate proposals for changes in economic policies. It combines economic analysis with attention to the issues of economic policy that are important.

Essentials of Marketing pioneered an innovative structure--using the "Four Ps" framework first introduced by Jerome McCarthy--with a managerial approach. The 16th edition continues to build both the logic of the Four Ps and its strategy planning approach to support new developments in the field. Essentials of Marketing prepares students for success by teaching skills through examples, explanations, frameworks, models, classification systems, cases, and practical "how-to" techniques geared toward increasing analytical abilities and helping students figure out how to do a superior job of satisfying customers. Special topics like services, international marketing, big data, social media, ethics, and more are integrated throughout. Additional resources further enhance learning, including new Marketing Analytics: Data to Knowledge exercises in Connect, updated and brand new cases, and completely updated instructor supplements. Ferreault/Canon's Essentials of Marketing is available through McGraw-Hill Connect®, a subscription-based learning service accessible online through personal computer or tablet.

This volume addresses the strategic, structural and functional implications of international business in firms around the world. This is exhibited through a critical, integrated flow from chapter to chapter

For a first course in international business at the undergraduate or M.B.A. Level. Section I discusses the nature of international business and the three environments in which an international businessperson works. Section II examines the important international organizations, the international monetary system and their input in business. Section III discusses the uncontrollable forces that make up the foreign environments and illustrates their effects on business practices. The final section deals with the functions of management and shows how managers deal with the uncontrollable forces. Trends and new directives of international companies are also treated.

Principles of Marketing, helps students understand how to create value, build customer relationshipsand master key marketing challenges. The the8th Edition has been thoroughly revised to reflect the major trends impacting contemporary marketing. Packed withexamples illustrating how companies use new digital technologies to maximize customer engagement and shape brand conversations, experiences, and communities.