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DECISIONS, STRATEGIES, AND CASES



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Sales Management Decision Strategies Cases 5th Edition

Michal Rosen-Zvi



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auseinandersetzt Besondere Berücksichtigung finden hier die verschiedenen klassischen und innovativen Beteiligungssysteme Ein Blick ins Ausland zeigt wie man dort mit dieser Fragestellung umgeht Der abschließende Ausblick verdeutlicht die zentrale Bedeutung von Mitarbeitermotivation im Arbeitsalltag und die Tendenzen in der nahen Zukunft

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marketing in other sectors but it also has characteristics that differentiate it It has evolved into a unique discipline with features that set it apart from marketing in other sectors Drawing from the author's many years of real world experience Marketing Health Services provides a foundational understanding of the specialized field of healthcare marketing It delves into the complexities of healthcare markets explains both traditional and modern marketing techniques geared to healthcare use and offers guidance on the implementation and evaluation of marketing initiatives This fifth edition reflects the impact of the COVID 19 pandemic and the momentum it has provided for emerging developments in healthcare including pay for performance population health management and telehealth In addition to updated statistics and new sidebars this edition includes new and expanded coverage of the following subjects Behavior patterns of healthcare consumers Sources of information for healthcare consumers Community needs assessments and how they shape strategy Social media as a vital communication and marketing tool The growing number of resources available to healthcare marketers Marketing Health Services will help current and aspiring healthcare managers understand the unique demands facing healthcare marketers and the strategies of healthcare marketing for facing these challenges

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