

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

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Case Studies in Marketing Management and Research S. K. Bhatia, 2010 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 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 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 **Marketing Management: A Study Aid** Cybellium, 2024-10-26 Designed for professionals students and enthusiasts alike our comprehensive books empower you to stay ahead in a rapidly evolving digital world Expert Insights Our books provide deep actionable insights that bridge the gap between theory and practical application Up to Date Content Stay current with the latest advancements trends and best practices in IT AI Cybersecurity Business Economics and Science Each guide is regularly updated to reflect the newest developments and

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