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concept states that a firm's goal should
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customer needs. In Marketing Warfare Al
Ries and Jack Trout argue that marketing
is war and that the marketing concept's
customer-oriented philosophy is

inadequate. Rather, firms would do
better by becoming competitor-oriented.

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of War Big Picture Principles of Defensive
Warfare Principles of Offensive Warfare
Principles of Flanking Warfare Principles
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produced in the mid 80's, using industry
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**Marketing Warfare: How to Use
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This is book review on 'MARKETING
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Marketing Warfare - SlideShare

Marketing warfare strategies represent a
type of strategy, used in commerce and
marketing, that tries to draw parallels
between business and warfare, and then
applies the principles of military strategy
to business situations, with competing
firms considered as analogous to sides in
a military conflict, and market share
considered as analogous to territory in
dispute. This view of marketing argues
that in mature, low-growth markets, and
when real GDP growth is negative or low,

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Marketing warfare strategies - Wikipedia

Marketing Warfare. "A business book with a difference: clear-cut advice, sharp writing and a minimum of jargon." Newsweek. "Revolutionary! Surprising!" Business Week. " Chock-a-block with examples...

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How to Write a Summary of a Marketing Plan | Bizfluent

"Twenty years ago, Marketing Warfare propelled the industry into a new, modern sensibility and a world of unprecedented profit. Now, world-renowned marketing strategists Al Ries and Jack Trout present this special 20th Anniversary Edition, featuring the latest, most powerful tactics and a fresh perspective on why marketing warfare is even more crucial for today's companies."

Marketing warfare (Book, 2006) [WorldCat.org]

A summary of Al Ries & Jack Trout's marketing bestseller Marketing Warfare Executive summary Marketing warfare strategies are a type of strategies, used in business and marketing, that try to draw parallels between business and warfare, and then apply the principles of military strategy to business situations, with competing firms considered as analogous to sides in a military conflict, and market share considered as analogous to the territory which is being fought over citation needed.

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