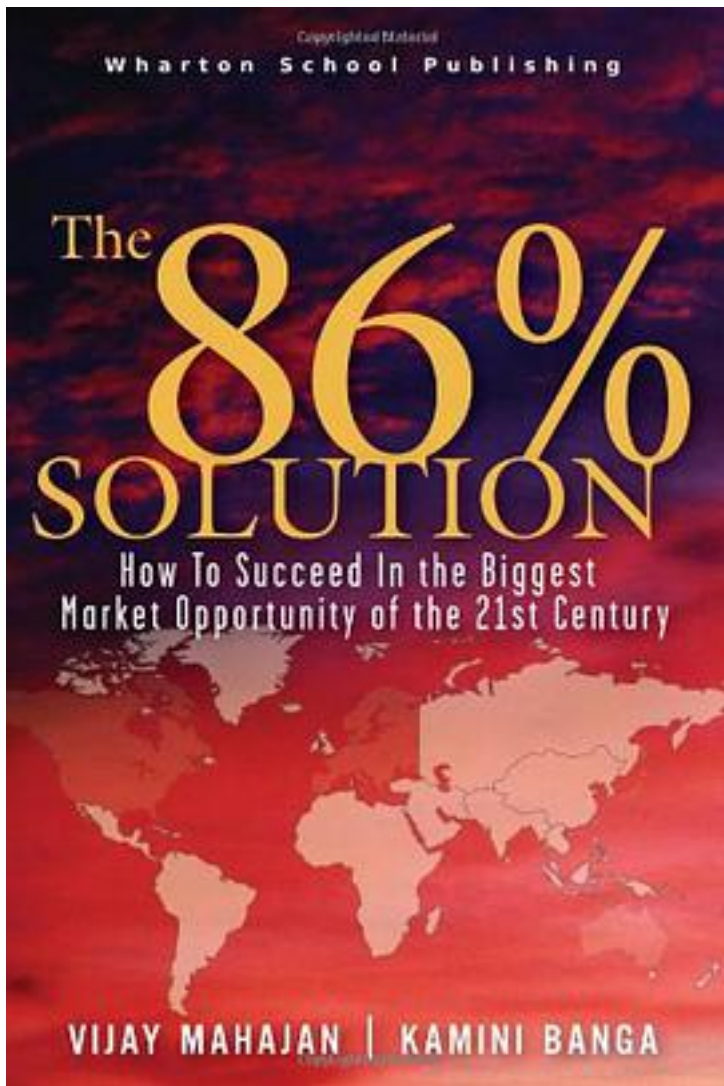


86%制胜术 The 86 Percent Solution



[86%制胜术 The 86 Percent Solution 下载链接1](#)

著者:VIJAY MAHAJAN

出版者:7-09999

出版时间:2005-9

装帧:HRD

isbn:9780131489073

Most global businesses focus nearly all their efforts on selling to the wealthiest 14% of the world's population. It's getting harder and harder to make a profit that way: these markets are oversaturated, overcompetitive, and declining. The Invisible Market shows how to unleash new growth and profitability by serving the other 86%. Vihajan Mahajan offers detailed strategies and implementation techniques for product design, pricing, packaging, distribution, advertising, and more. Discover radically different 'rules of engagement' that make emerging markets tick, and how European and Asian companies are already driving billions of dollars in sales there. Mahajan shows how to understand and manage lack of infrastructure and media, low literacy levels, and 'unconventional' consumer behavior. Learn how to redefine the 'real' competition; tap into the informal economy and unconventional channels; leverage expatriate word-of-mouth; pool demand to reach critical mass; piggyback innovations on local tradition; and price and package to reflect local realities. As traditional markets become increasingly unprofitable, emerging markets become the #1 opportunity for growth.

作者介绍:

目录:

[86%制胜术 The 86 Percent Solution 下载链接1](#)

标签

营销

经济

商业

评论

1. Reaching middle class and the affluent consumers along with the poor. These markets are larger, wealthier and more diverse than you realize. 2. Designing products that reflect local environments and cultures. 3. Using expatriates to ricochet your products into the local economy. 4. Growth big by thinking small. 5. Bringing your own infrastructure with you. 6. Take the market to the people.

[86%制胜术 The 86 Percent Solution_下载链接1](#)

书评

[86%制胜术 The 86 Percent Solution_下载链接1](#)