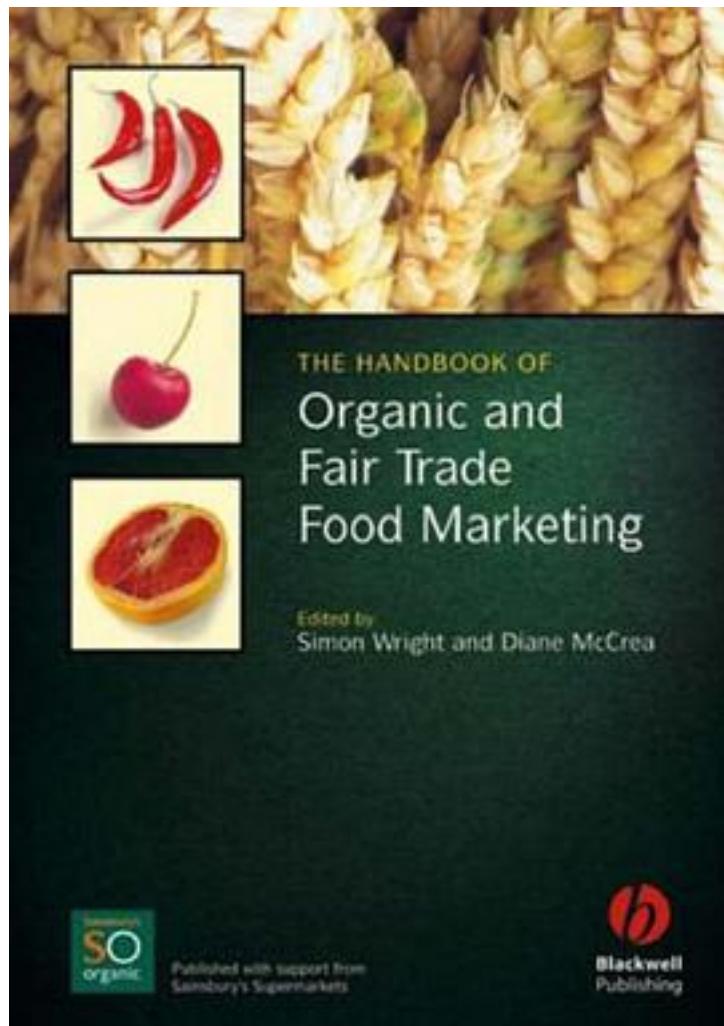


The Handbook of Organic and Fairtrade Food Marketing



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著者:Wright, Simon (EDT)/ McCrea, Diane (EDT)

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The Handbook of Organic and Fair Trade Food Marketing provides a practical guide to successful marketing in these two dynamic sectors, underpinned by case-histories and lessons from companies that have been successful in these areas, including Green & Black's, Yeo Valley and Duchy Originals. It includes a review of the international markets for organic and fair trade food and drink; an analysis of organic and fair trade consumers; a review of successful retailing practice and a section on organic and fair trade divergence and convergence. Chapters are also included on perspectives from the USA, Germany and Italy. The book is written by industry experts, augmented by academic contributions where appropriate, offering for the first time the practical marketing advice required by companies in this sector.

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