



By Jean-Claude Larreche, Orville Walker Harper Boyd



Marketing Strategy: Planning And Implementation By Jean-Claude Larreche , Orville Walker Harper Boyd



This text covers the concepts and theories of creating and implementing a marketing strategy, and offers a focus on the strategic planning process and marketing's interfunctional relationship.



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Editorial Review

About the Author

Orville Walker is the James D. Watkins Professor or Marketing, and Director of the Ph.D. Program, in the University of Minnesota's Carlson School of Management. He holds a Master's degree in social psychology from Ohio State University and a Ph.D. in marketing from the University of Wisconsin-Madison. Prof. Walker is the co-author of three books and has published more than fifty research articles in scholarly and business journals. He has won several awards for his research, including the O'Dell award from the Journal of Marketing Research, the Maynard award from the Journal of Marketing, and a lifetime achievement award (together with Professors Gilbert Churchill and Neil Ford) from the Sales Management Interest Group of the American Marketing Association. Prof. Walker has been a consultant to a number of business firms and not-for-profit organizations, and he has taught in executive development programs around the world, including programs in Poland, Switzerland, Scotland, and Hong Kong. Perhaps his biggest business challenge, however, is attempting to turn a profit as the owner-manager of a small vineyard in western Wisconsin.

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