

# How to Publicize High Tech Products & Services

Daniel S. Janal

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# How To Publicize High Tech Products Services

**Jeffrey Dobkin**



## **How To Publicize High Tech Products Services:**

**Successful Marketing Strategy for High-tech Firms** Eric Viardot, 2004 Annotation This revised edition of the bestseller reflects the realities of the new high tech marketplace where effective marketing strategy counts as much as the latest technology New material includes case studies on how high tech giants came out of the tech market meltdown stronger and more competitive      Marketing of High-technology Products and Innovations Jakki J. Mohr, Sanjit Sengupta, Stanley F. Slater, 2010 This title provides a thorough overview of the issues high tech marketers must address and provides a balance between conceptual discussions and examples small and big business products and services and consumer and business to business marketing contexts      **The Handbook of Technology Management, Supply Chain Management, Marketing and Advertising, and Global Management** Hossein Bidgoli, 2010 The discipline of technology management focuses on the scientific engineering and management issues related to the commercial introduction of new technologies Although more than thirty U S universities offer PhD programs in the subject there has never been a single comprehensive resource dedicated to technology management The Handbook of Technology Management fills that gap with coverage of all the core topics and applications in the field Edited by the renowned Doctor Hossein Bidgoli the three volumes here include all the basics for students educators and practitioners      **Innovation, Product Development and Commercialization** Dariush Rafinejad, 2007-06-15 This title uses a holistic approach to examine the diverse issues that managers face to channel resources in the right direction for commercial success It details the commercialization of innovation and new products in fast paced high tech markets and how to match technological advances to new market opportunities      **Managing Technological Innovation** Frederick Betz, 2011-02-22 Written by the author who helped crystalize the field of technology management and the management of innovation with the first two editions of Managing Technological Innovation this Third Edition brings the subject in line with current business strategy It also presents information in a newer organized format that aligns more closely with how the topics are presented and discussed in the classroom Also included is a wider discussion of how science and technology interact with the global economy      Taking Technology to the Market Ian Linton, 2016-04-01 With intensifying competitive activity and continuing budget constraints technology marketing teams are under pressure to be more accountable and deliver measurable results that demonstrate an effective return on investment To add to the complexity the market for technology products and services is global with continuing growth in both developed and developing territories Taking Technology to the Market provides a practical guide to the critical success factors in marketing technology It uses a project based approach providing comprehensive guidelines for key strategic and tactical marketing programmes The book will help you improve your chances of developing a winning marketing programme by providing essential steps to success and insight into best practice Individual chapters provide self contained guides to planning specific marketing tasks The range of tasks covers the most common challenges facing marketing teams in technology companies The

book will help you understand the key success factors for overcoming a range of marketing challenges and give you the tools to put specific programmes into action quickly and effectively The technology sector is a global business characterised by short product cycles rapid change longer term customer relationships complex decision making processes high levels of collaboration and partnership with customers and the supply chain diverse channels to market and an emphasis on the value of information These factors make the marketing of technology products and services a distinct discipline within the overall marketing spectrum to which Taking Technology to the Market is the definitive guide Market New Products Successfully Kevin J. Clancy, Peter C. Krieg, Marianne McGarry Wolf, 2006-02-02 Innovation remains an arduous and painful process for many companies doing untold damage to brands profitability and careers Some have used line extensions to mitigate risk but all too often they have ended up extending the core brand into oblivion Others have used test markets to help gauge opinion before a national rollout only to have competitors snatch ideas and undermine results Given the problems with conventional approaches it is not surprising that 90% of new products and services fail Market New Products Successfully is the definitive guidebook for using simulated test marketing STM a technology that can help companies dramatically improve the odds of introducing a successful new product or service The book examines why STM is important what the differences are between the major systems how to do a simulation and what insights it offers a marketing plan It is the ultimate guidebook for any smart marketer looking to improve the financial outcome of the innovation process **Squeezing a New Service Into a Crowded Market** Dennis J. Cahill, 1995 Squeezing a New Service Into a Crowded Market begins to answer the question of how to successfully offer another service in what appears to be an already crowded market Is there room for one more hospital Another law firm Another newspaper Another spreadsheet Yes according to Dennis Cahill He shows readers how through theory and case studies to define produce and market a new service in a field where there already exists a similar service He provides a roadmap for successful planning and introduction of new services This roadmap uses perceptual mapping and case applications to show how adding a new service should and should not be done Perceptual mapping is fully described and its use to find gaps in the service coverage is detailed Three case studies of services which have been introduced into crowded markets are used to show how and how not to offer a new service Cahill looks at these services from the perspective of customer design and internal development Both practitioners of services marketing and advanced marketing students who want the real world application of the marketing theory learned in the classroom can benefit from Squeezing a New Service Into a Crowded Market Part I explores the research necessary to utilize Cahill's approach In Part II Cahill presents detailed case examples from his own files of how various services were offered to crowded markets and all failed These case analyses dissect the failures explain where why and how they failed and interpose what could and should have been done to prevent or at least reduce the probability of a failure Readers will clearly see the common thread running through these failures and will be able to avoid failures of their own Part III deals with innovation and how to handle it in a

service firm , Business America ,1995-07 OECD SME and Entrepreneurship Outlook 2005 OECD,2005-07-21 Describes recent trends concerning SMEs and entrepreneurship in OECD economies and beyond discussing innovation regulatory burdens entrepreneurship education access to financing and women s entrepreneurship Includes a statistical annex *Technology Entrepreneurship* Thomas N. Duening,Robert A. Hisrich,Michael A. Lechter,2020-10-23 *Technology Entrepreneurship Taking Innovation to the Marketplace Third Edition* provides a practical toolkit for potential entrepreneurs with technology backgrounds that will help them navigate complex issues such as raising capital IP protection product development and more The book s structure follows the entrepreneurial process in a step by step way defining key terms and helping readers without business qualifications engage with the activities addressed In addition it covers a discussion of current trends and developments relevant for tomorrow s entrepreneurs In depth information on the practicalities of technology entrepreneurship are combined with experience from academics to provide a unique resource on how to approach this crucial subject Presents an intense focus on product design and development with customers and markets in mind Includes extensive discussions on intellectual property development management and protection Provides potent insights into marketing and selling technology products to the global marketplace Covers techniques for forecasting financials raising funds establishing venture valuation and exit strategies **How to Market Computers and Information Technology** Hamish E. Macarthur,Merlin Stone,2016-07-27 *How to Market Computers and Information Technology* covers all the basic principals of marketing from strategic planning through to management implementation Covering all aspects of the marketing mix this book provides practical guidance on all the steps required for planning implementing and executing sales and marketing programmes This is an invaluable reference source for all managers and professionals in the information technology industry Videos Hamish Macarthur in conversation with the late Brian Redhead Differentiation in today s markets depends on clear marketing strategies implemented with a strong emphasis on service This series of 4 videos covers the following key aspects of implementing sales and marketing strategy Selling and Account Management Customer Service Distribution Channels Products and Product Mix The videos offer an authoritative insight into helping sales marketing and planning professionals to address the key issues For further information please write to Just Results Multimedia PO Box11 Woodstock Oxford OX20 1SG *Science & Engineering Indicators* ,1998 **Understanding the Interactive Digital Media Marketplace: Frameworks, Platforms, Communities and Issues** Sharma, Ravi S.,Tan, Margaret,Pereira, Francis,2011-10-31 Increasingly multimedia content from music movies games news books and digital art to sharable educational material e government services and e health services is delivered over broadband networks With technological advances cloud computing applications and social networking approaches many exciting applications are emerging to deliver this content as Interactive Digital Media IDM *Understanding the Interactive Digital Media Marketplace Frameworks Platforms Communities and Issues* presents the results of a large industry oriented multi national research program This

research seeks to discover usable business models technology platforms market strategies and policy frameworks for the emerging global digital economy particularly for digital media researchers and industry entrepreneurs who wish to reach users around the world

**Building Brands in the Indian Market** Tapan Kumar Panda,2004 How are brands built Is an advertising campaign capable enough to build a brand What are the criteria for making a brand successful Is building and managing a brand in India different than elsewhere How Customer Relationship Management shapes a branding paradigm Do extensions dilute the master brand Many more intriguing questions answered in this book by researchers academicians CEOs brand gurus and consultants

**Digital Strategies in a Global Market** Natalia Konina,2021-01-02 This book examines the impact of the Fourth Industrial Revolution on business strategy marketing management sustainability innovation and various kinds of industry It provides a broad overview of ways that organisations have sought to develop a digital strategy and explores the challenges and opportunities posed by a rapidly transforming digital world It draws on European and Russian case studies with chapters addressing smart cities corporate governance the digital single market and agrobusiness This book will be of interest to academics and practitioners in management and economics who are interested in digital strategies performance in global markets

**Marketing Management and Strategy** George Tesar,John Kuada,2013 This book gives readers an understanding of the factors that shape the marketing decisions of managers who operate in African economies It brings together fifteen African cases written by scholars and executives with rich knowledge of business practices in Africa and is essential reading for both undergraduate and graduate students in marketing international strategy and international business

How to Market a Product for Under \$500 Jeffrey Dobkin,1996 Money is not the criteria for the successful launch of a new product Everything you need to know to bring your product to the attention of a national marketplace for under 500 is included in this book

**Costs, Value, and the Entrepreneurial Venture Journey** Raffi G. Chammassian,2025-06-18 In the fast paced world of startups and innovation costs are often treated with passive recognition overshadowed by strategy growth and funding But what if costs were the key to unlocking sustainable value and driving strategic success This groundbreaking book redefines the role of costs within the entrepreneurial venture lifecycles transforming them from passive considerations to active tools for creating capturing and extracting value Through a fresh lens it explores the inseparable relationship between costs strategy and investments guiding entrepreneurs founders and innovation ecosystem players through every stage of the journey from ideation to successful exit into a reincarnated life Finally it establishes a framework for value driven business models as dynamic three dimensional platforms driven by technology markets and exits where intellectual capital development plays a fundamental role With practical insights grounded primarily in strategic management accounting and entrepreneurial finance and supported by real world applications this book establishes a powerful foundation for integrating costs into value driven business strategies It equips startup founders innovation ecosystem players researchers and academics alike with the tools to

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