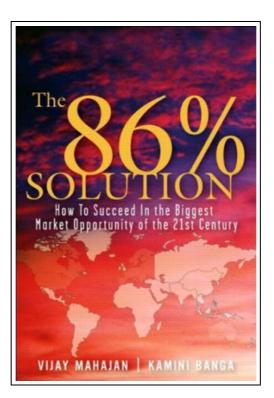
The 86 Percent Solution: How to Succeed in the Biggest Market Opportunity of the Next 50 Years



Filesize: 3.35 MB

Reviews

This ebook is amazing. It can be rally interesting throgh looking at time. You may like how the author compose this ebook. (Nikko Bashirian)

DISCLAIMER | DMCA

THE 86 PERCENT SOLUTION: HOW TO SUCCEED IN THE BIGGEST MARKET OPPORTUNITY OF THE NEXT 50 YEARS



Pearson Education (US). Paperback. Book Condition: new. BRAND NEW, The 86 Percent Solution: How to Succeed in the Biggest Market Opportunity of the Next 50 Years, Vijay Mahajan, Kamini Banga, 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.

Read The 86 Percent Solution: How to Succeed in the Biggest Market Opportunity of the Next 50 Years Online
Download PDF The 86 Percent Solution: How to Succeed in the Biggest Market Opportunity of the Next 50 Years

See Also

\rightarrow

DK Readers L4: Danger on the Mountain: Scaling the World's Highest Peaks

DK Publishing (Dorling Kindersley). Paperback / softback. Book Condition: new. BRAND NEW, DK Readers L4: Danger on the Mountain: Scaling the World's Highest Peaks, Andrew Donkin, Linda Martin, From blizzards and glaciers on the world's... Read Document »

\rightarrow

The Trouble with Trucks: First Reading Book for 3 to 5 Year Olds

Anness Publishing. Paperback. Book Condition: new. BRAND NEW, The Trouble with Trucks: First Reading Book for 3 to 5 Year Olds, Nicola Baxter, Geoff Ball, This is a super-size first reading book for 3-5 year... Read Document »

\rightarrow

A Dog of Flanders: Unabridged; In Easy-to-Read Type (Dover Children's Thrift Classics)

Dover Publications, 2011. Paperback. Book Condition: New. No Jacket. New paperback book copy of A Dog of Flanders by Ouida (Marie Louise de la Ramee). Unabridged in easy to read type. Dover Children's Thrift Classic.... Read Document »

\rightarrow

It's Just a Date: How to Get 'em, How to Read 'em, and How to Rock 'em

HarperCollins Publishers. Paperback. Book Condition: new. BRAND NEW, It's Just a Date: How to Get 'em, How to Read 'em, and How to Rock 'em, Greg Behrendt, Amiira Ruotola-Behrendt, A fabulous new guide to dating... Read Document »

\rightarrow	
1	

Hitler's Exiles: Personal Stories of the Flight from Nazi Germany to America

New Press. Hardcover. Book Condition: New. 1565843940 Never Read-12+ year old Hardcover book with dust jacket-may have light shelf or handling wear-has a price sticker or price written inside front or back cover-publishers mark-Good Copy-... Read Document »

