



The Effective Use of Market Research: How to Drive and Focus Better Business Decisions (Paperback)

By Robin Birn

Kogan Page Ltd, United Kingdom, 2004. Paperback. Condition: New. 4th Revised edition. Language: English . Brand New Book ***** Print on Demand *****. More and more companies today are using market research techniques, not just to find new markets, products and customers, but also to improve management and marketing decision making and to monitor customer service. The Effective Use of Market Research looks at the circumstances in which market research is necessary, and explains what management can expect to gain from research and then analyses the type of business decisions that may be taken as a result. An organization that knows its customers and monitors its activity well, and also has a good understanding of the key research techniques it needs, is likely to develop more competitive sales, marketing and communications strategies. This latest edition of Effective Use of Market Research explains how to develop representative samples, data protection legislation and the professional ethics incorporated in the MRS Code of Conduct.



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This book is definitely worth acquiring. I have go through and so i am certain that i will likely to read through again again in the future. Its been printed in an exceptionally basic way in fact it is only after i finished reading this publication in which actually altered me, change the way in my opinion.

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