



Positioning strategy of service SME in foreign fragmented market

By Elena Lutsenko

LAP Lambert Academic Publishing Mrz 2012, 2012. Taschenbuch. Book Condition: Neu. 220x150x4 mm. This item is printed on demand - Print on Demand Neuware - This work is a combination of marketing analysis and business approaches based on actual market data and experience of Internet based UK company entering foreign markets. How to sustain growth and profitability of the business What strategy to choose in order to win How complex is B2B business model Why service industries are so unique How to make decision when resources are limited These questions appear when a positioning strategy should be chosen. The main goal of this research is to propose a positioning strategy for the UK translation agency in highly fragmented Russian translations services market. The analysis is divided into three main parts: integrated approach based on Hooley's six dimensions of differentiation, integrated approach based on Market-Attractiveness Business Position Matrix, and descriptive analysis of online positioning. The methodology used contains both quantitative and qualitative element due to very limited data availability and in an effort to increase reliability of the results obtained. Also descriptive analysis of online based businesses is provided. Additional data was collected through publications, newspaper articles and experts opinions....



READ ONLINE
[1.98 MB]

Reviews

An exceptional pdf and the typeface utilized was fascinating to read through. It can be written in straightforward words and phrases instead of confusing. I am just quickly could possibly get a delight of looking at a written ebook.

-- Prof. Arlie Bogan

It is in a single of the best book. This is for those who state there had not been a well worth reading through. Once you begin to read the book, it is extremely difficult to leave it before concluding.

-- Dr. Barney Robel Jr.

See Also



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. Reprint of original edition. Green edition. Mineola...



And You Know You Should Be Glad

HarperCollins Publishers Inc, United States, 2014. Paperback. Book Condition: New. Reprint. 201 x 132 mm. Language: English . Brand New Book ***** Print on Demand *****.A highly personal and moving true story of friend-ship and remembrance from the New York Times bestselling...



Two Treatises: The Pearle of the Gospell, and the Pilgrims Profession to Which Is Added a Glasse for Gentlewomen to Dresse Themselves By. by Thomas Taylor Preacher of Gods Word to the Towne of Reding. (1624-1625)

Proquest, Eebo Editions, United States, 2010. Paperback. Book Condition: New. 246 x 189 mm. Language: English . Brand New Book ***** Print on Demand *****.EARLY HISTORY OF RELIGION. Imagine holding history in your hands. Now you can. Digitally preserved and previously accessible...



Two Treatises: The Pearle of the Gospell, and the Pilgrims Profession to Which Is Added a Glasse for Gentlewomen to Dresse Themselves By. by Thomas Taylor Preacher of Gods Word to the Towne of Reding. (1625)

Proquest, Eebo Editions, United States, 2010. Paperback. Book Condition: New. 246 x 189 mm. Language: English Brand New Book ***** Print on Demand *****.EARLY HISTORY OF RELIGION. Imagine holding history in your hands. Now you can. Digitally preserved and previously accessible only...



Twitter Marketing Workbook: How to Market Your Business on Twitter

Createspace Independent Publishing Platform, United States, 2016. Paperback. Book Condition: New. Workbook. 279 x 216 mm. Language: English . Brand New Book ***** Print on Demand *****.Twitter Marketing Workbook 2016 Learn how to market your business on Twitter for free A best-selling...



Slave Girl - Return to Hell, Ordinary British Girls are Being Sold into Sex Slavery; I Escaped, But Now I'm Going Back to Help Free Them. This is My True Story.

John Blake Publishing Ltd, 2013. Paperback. Book Condition: New. Brand new book. DAILY dispatch from our warehouse in Sussex, all international orders sent Airmail. We're happy to offer significant POSTAGE DISCOUNTS for MULTIPLE ITEM orders.