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August Oetiker, Karl Alewell, Ernst Knut Sill, Peter Burg, Pages 97-112. Back Matter

I. Marketing strategisch entwickeln

Marketingstrategien mittels kundenorientiertem Einsatz von Marketing-Instrumenten gewinnwirksam umzusetzen, Marketingstrategien und Marketing-Mix ergebnisbezogen zu berpr fen und anzupassen, ein erfolgreiches Kundenmanagement zu entwickeln und zu praktizieren sowie Verkaufsgespr che zielfrend zu gestalten.

Handlungssituation In einem mittelgro en

Handwerksbetrieb der

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