

Asian Brand Strategy How Asia Builds Strong Brands

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Explore the strategic insights behind Asia's rise in the global marketplace, detailing how businesses across the continent successfully build and sustain powerful, recognizable brands. This guide covers the innovative approaches, cultural nuances, and market dynamics that define effective Asian brand strategy, enabling companies to compete and thrive internationally.

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Asian Brand Strategy

This book offers insights, knowledge and perspectives on Asian brands and branding as a strategic tool and provides a comprehensive framework for understanding Asian branding strategies and Asian brands, including success stories and challenges for future growth and strengths. The book includes theoretical frameworks and models and up-to-date case studies on Asian brands

Asian Brand Strategy (Revised and Updated)

This second edition of the bestselling Asian Brand Strategy takes a look at how Asian brands continue to gain share-of-voice and share-of-market. Featuring a user-friendly strategic model, new research, and case studies, this book provides a framework for understanding Asian branding strategies and Asian brands.

Branding in Asia

"Paul Temporal shows how the fundamental principles of brand building are transferable to the Asian environment. A diverse collection of Asian caselets should convince us that the 21st century will see the emergence of more Asian regional and global megabrands." Professor John A Quelch Dean London Business School "Branding in Asia addresses an unusual situation in Asia - how is it that a region which has such high brand appreciation, produces few international brands of its own? The author's analysis of actual case studies, ranging from powerful global brands to local companies, illustrates his points clearly. This, coupled with a sensitive understanding of the cultural differences in the region makes it an excellent reference for everyone working with brands." Felix Herrnberger President BMW Asia Pte Ltd "Paul Temporal succinctly dissects the often mystical qualities that make up a successful brand. Too often Western insights, models and case studies are applied arbitrarily across the globe, it is so refreshing to see branding tackled from a purely Asian perspective. An invaluable reference book and eminently readable, the step-by-step style and volume of relevant cases and examples makes this a

must have for any manager in Asia looking to embark on creating his own regional or global brand."
Ray Dempsey Area manager McCann-Erickson South East Asia

Building Brands in Asia

Cover -- Half Title -- Title Page -- Copyright Page -- Dedication -- Table of Contents -- List of illustrations -- Acknowledgements -- 1. Introduction -- Foundations -- 2. Building brands: meaning, value, creation and clothing -- Understanding brand value -- Defining the brand -- Brand constituents -- Being the brand -- Clothing the brand -- 3. Developing the brand: focus, consistency and alignment -- Focus -- Consistency and the delivered promise -- Organizational consistency -- The frontline -- Organizing talent for brand consistency -- Frames for alignment: the VCI model -- 4. Marketing the brand: image extension and cross-border development -- Brand marketing -- Brand extensions: leverage and synergy -- Auditing the brand: the KUBE diagnostic -- Horizontal extensions -- Vertical brand extensions -- Unintended extensions -- Brand architecture -- Branding across borders -- International market entry -- International marketing adaptation -- 5. Understanding Asia: from the inside and out -- Asian hardware -- Asian software -- Asian socio-cultural norms: from the 'outside-in' -- Asian culture from the inside-out -- Corruption: elephants in the living room -- Illustrations -- 6. Brand expressions I: consumer products -- Building and competing -- Frontlining -- Marketing the brand -- CSR, ethics and (re-)gaining trust -- 7. Brand expressions II: services -- The hotel -- The hospital -- The airline -- IFM (integrated facilities management) -- AOS (any other service) -- 8. Postscript: destination Asia -- Revealing -- Building -- Communication -- Delivery -- References -- Index.

The Brutal Truth About Asian Branding

This is one of the most thoughtful books on branding I've come across. Most such books are either quickly-crafted "how-to" books or academic tomes over-burdened with references. This book is thoughtful because it raises questions which deal with the "why" rather than just "how" of branding. The reference to brutal truth as the truth which will set us free—to examine ourselves without self-illusions—is liberating. The notion that Asia has many good, but no great brands, is also not a put-down but a clarion call for Asian CEOs to rise to the challenge and create lasting, meaningful, committed brands. Ho Kwon Ping Chairman/CEO, Banyan Tree and Board of Trustees, SMU 2010 recipient of the "Lifetime Achievement Award" by the American Creativity Association A cold shower to wake people up. Joe Baladi's Brand Blueprint is a great tool for anyone involved in Sovereign Relationship Marketing or brand building anywhere. Timothy Love Vice Chairman Chief Executive Officer, Omnicom APIMA There are many books about branding but few address Asian companies directly. Joe Baladi has been one of the loudest voices to advocate strong branding practices to Asian companies determined to outperform their competitors. The Brutal Truth About Asian Branding is a timely book that all Asian CEOs with global aspirations should read. Richard Eu Group CEO, Eu Yan Sang International The Brutal Truth About Asian Branding is the first book that connects branding frameworks to the realities of operating in Asia. It offers a very straightforward perspective on the challenges Asian CEOs face as they build their businesses and their brands, and perhaps the most compelling part of the book is the passionate plea for how Asian CEOs should be thinking different about branding. In true Baladi style, it is straight from the heart. Maarten Kelder Managing Partner (Asia), Monitor Group A very interesting and valuable perspective on Asian branding... one that decision makers in the region should read and embrace. Well done Joe! Ron Sim Founder & CEO, OSIM International Brands mean Business, anywhere in the world! The focus on Asia, at this time, is natural since the developing nations of the region did so much to help the world recover from the global 2008 economic crisis. Baladi's text is timely; it is thoughtful and thought-provoking; putting people and brands center stage with practical insights borne of his breadth of personal experience at the frontline. Chris D. Beaumont Professor, Tokyo University, Global Centre of Excellence Director, North Asia, Results International The brutal truth is that Joe Baladi is right. Asian CEOs must learn the brand skills used so successfully in the rest of the world. It will take a big change in mentality, but the rewards will be vast. This book is a great start to that revolution. Michael Newman Author, 22 Irrefutable Laws of Advertising

Asian Branding

"Written by Ian Batey, the creator of the Singapore Girl and Asia's most respected practitioner in the field this book is your essential resource for building a brand with staying power in Asia. Batey crusades a massive global marketing war in which Asian "

Brand Admiration

Brand Admiration uses deep research on consumer psychology, marketing, consumer engagement and communication to develop a powerful, integrated perspective and innovative approach to brand management. Using numerous real-world examples and backed by research from top notch academics, this book describes how companies can turn a product, service, corporate, person or place brand into one that customers love, trust and respect; in short, how to make a brand admired. The result? Greater brand loyalty, stronger brand advocacy, and higher brand equity. Admired brands grow more revenue in a more efficient way over a longer period of time and with more opportunities for growth. The real power of Brand Admiration is that it provides concrete, actionable guidance on how brand managers can make customers (and employees) admire a brand. Admired brands don't just do the job; they offer exactly what customers need (enabling benefits), in way that's pleasing, fun, interesting, and emotionally involving (enticing benefits), while making people feel good about themselves (enriching benefits). Providing these benefits, called 3 Es, is foundational to building , strengthening and leveraging brand admiration. In addition, the authors articulate a common-sense and action based measure of brand equity, and they develop dashboard metrics to diagnose if there are any 'canaries in the coal mine', and if so, what to do next. In short, Brand Admiration provides a coherent, cohesive approach to helping the brand stand the test of time. A well-designed, well-managed brand becomes a part of the public consciousness, and ultimately, a part of the culture. This trajectory is the fruit of decisions made from an integrated strategic standpoint. This book shows you how to shift the process for your brand, with practical guidance and an analytical approach.

The Brand Mapping Strategy

A fundamental paradigm shift has occurred in marketing and branding. Today the most successful CEOs, executives, entrepreneurs and enterprises set their sites on developing a long-term platform instead of a short-term strategy that supports and builds buzz for their personal or business brand. That's really the key to the new business mindset — the recognition that branding and marketing are an ongoing, steady stream of small efforts, not a series of gigantic pushes. Social media, blogging and other business development activities — both online and off — are about the persistent, ongoing process of building a platform, creating credibility and increasing the number of people that you funnel into your potential client and network pipeline. Converting those people into clients or fans may take a month, a year or two years, but the new mindset leads you to strategies that will keep that pipeline full. In short, you need to start a bunch of small fires to keep your brand burning hot. How can today's CEOs, executives and entrepreneurs keep these fires going and powerfully get their messages across, motivate others to action and be authentic — all while simultaneously shepherding initiatives from creation to implementation in high-demand markets? CEO, executive and team branding are key factors that enable effective leaders to achieve peak performance, gain greater influence in their industries and generate increased engagement within their companies. By creating a brand (business or personal) by design instead of default, leaders and companies bring their brand promise into every interaction across the board. A personal, team or business brand is not just a single statement or a clever quip but a multilayered, congruent narrative told across multiple channels — online and off — within the organization and to the business community at large. The power is in knowing how to tell the story. The book will introduce CEOs and executives in Fortune 500 companies and entrepreneurs in SMBs to the SMG Brand Mapping Process®, a process that will guide them in creating personal, team and business brands that work in harmony and parallel with each other.

Brand Love

If customers LIKE your brand, be afraid. Be very afraid. In a world where the average customer grows up seeing 170,000 marketing messages by her 17th birthday; where 86% of people admit to sharing social media content in the bathroom; where less than 1% of young people trust advertising; customers only talk about the brands they LOVE. And, if customers aren't talking about your brand, you might as well not exist. What is Brand Love? There are 18,000,000 photos on Instagram tagged #starbucks. Not one is paid for by Starbucks. When Chinese mobile brand Xiaomi launched their new tablet, stock sold out in 2.7 seconds Monster Energy drinks has become the most successful energy drinks brand in the US, without a single dollar spent on advertising. LEGO continues to defy critics and analyst expectations selling billions of dollars of analog toys in the digital age. All these stories are made possible by Brand Love. Fans don't just "like" these brands, they love them. And the good news is that it's neither expensive or exclusive to cool cutting-edge brands. Brand Love is as achievable to all

brands. Whether you're an airline or selling energy drinks, Brand Love is a guide to help you build a brand worth talking about. Written by an ex-telecoms CEO, the head of marketing for one of the world's fastest growing soda brands and a digital anthropologist, Brand Love is a journey that takes you around the world from the US to China in search of the brands both fans and industry analysts are talking about. What Questions does this Book Answer? What is Brand Love? Why do some brands have it while others are just "liked"? How can you replicate their success formula? Brand Love answers these 3 questions through case studies of brands doing it right; brands well-adapted to the digital age; brands that can build billion dollar market caps without significant sums spent on advertising; and brands that defy the expectations of both investors and their category by breaking all the rules. Brands Featured in this Book: Brands mentioned in this book: 7-11, Amazon, Apple, Best Buy, British Airways, Chipotle Mexican Grill, Converse, Cisco, Coke, Delta, Disney, Ford, GoPro, Kodak, LEGO, Mattel, McDonalds, Microsoft, Minecraft, Monster Energy Drinks, Nokia, Pepsi, Pure Digital, Red Bull, Samsung, Shake Shack, Skinny Mobile, Southwest Airlines, Starbucks, Wahoo's Fish Tacos, Xiaomi, Zappos.

Brand New Justice

Recently vilified as the prime dynamic driving home the breach between poor and rich nations, here the branding process is rehabilitated as a potential saviour of the economically underprivileged. Brand New Justice, now in a revised paperback edition, systematically analyses the success stories of the Top Thirteen nations, demonstrating that their wealth is based on the 'last mile' of the commercial process: buying raw materials and manufacturing cheaply in third world countries, these countries realise their lucrative profits by adding value through finishing, packaging and marketing and then selling the branded product on to the end-user at a hugely inflated price. The use of sophisticated global media techniques alongside a range of creative marketing activities are the lynchpins of this process. Applying his observations on economic history and the development and impact of global marketing, Anholt presents a cogent plan for developing nations to benefit from globalization. So long the helpless victim of capitalist trading systems, he shows that they can cross the divide and graduate from supplier nation to producer nation. Branding native produce on a global scale, making a commercial virtue out of perceived authenticity and otherness and fully capitalising on the 'last mile' benefits are key to this graduation and fundamental to forging a new global economic balance. Anholt argues with a forceful logic, but also backs his hypothesis with enticing glimpses of this process actually beginning to take place. Examining activities in India, Thailand, Russia and Africa among others, he shows the risks, challenges and pressures inherent in 'turning the tide', but above all he demonstrates the very real possibility of enlightened capitalism working as a force for good in global terms.

The Luxury Strategy

Discover the secrets to successful luxury brand management with this bestselling guide written by two of the world's leading experts on luxury branding, Jean-Noël Kapferer and Vincent Bastien, providing a unique blueprint for luxury brands and companies. Having established itself as the definitive work on the essence of a luxury brand strategy, this book defines the differences between premium and luxury brands and products, analyzing the nature of true luxury brands and turning established marketing 'rules' upside-down. Written by two world experts on luxury branding, The Luxury Strategy provides the first rigorous blueprint for the effective management of luxury brands and companies at the highest level. This fully revised second edition of The Luxury Strategy explores the diversity of meanings of 'luxury' across different markets. It rationalizes those business models that have achieved profitability and unveils the original methods that were used to transform small family businesses such as Ferrari, Louis Vuitton, Cartier, Chanel, Armani, Gucci, and Ralph Lauren into profitable global brands. Now with a new section on marketing and selling luxury goods online and the impact of social networks and digital developments, this book has truly cemented its position as the authority on luxury strategy.

Quotations from Chairman Mao Tsetung

ASIA'S STAR BRANDS Asian brands have come of age, and no longer can be seen as "also rans" to their Western competitors. The problem is, very little has been known about them. Paul Temporal's book fills this gap, with a series of practical 'brand biographies' which chart both the growing pains and the growth potential of the new contenders from the East. It's vital reading for anyone committed to doing business in Asia. - Miles Young, Chairman, Ogilvy & Mather, Asia Pacific China and Japan, as well as India and the Emirates, suggest remarkable achievements by local companies in the field of branding and brands. Such a revolution shall impact not only the regional markets but also the world

economy and non-Asian firms. Paul Temporal's book provides spectacular business cases and broader key lessons. It should become a major reference for any practitioner and scholar, whether Asian or not. I rank it in my short list of relevant texts about competition and success in the coming years. - Professor Jean-Claude Thoenig, INSEAD A well-managed brand is the lifeline of any successful company. This helpful book explains how Asian companies have built their brands to create sustainable competitive advantage. Using up-to-date Asian case studies, it will help readers have a better understanding of the creation, management and evolution of brands. - Professor John Quelch, Harvard Business School It is often said that the 21st Century is Asia's. It is very encouraging to see many Asian brands succeeding, as wonderfully showcased by Paul Temporal, both regionally and globally. Branding is investment for the future.

Asia's Star Brands

Is your brand exactly right for your business; does it sell your products and services to your ideal customers and clients? If not, what should you do? Where do you start? Who can help? From Bland to Brand offers brand owners, business leaders and marketers an indispensable and practical guide to developing a robust brand strategy. This book gives you: An easy, step-by-step process for bringing out your brand's unique value proposition; Exercises, practical examples and up-to-date case studies from Asia and around the world to inspire your brand development; Actionable ideas to create a memorable brand experience; Cost-effective ways to collect market intelligence to grow your brand. User-friendly and highly informative, From Bland to Brand is a uniquely useful and relevant companion for brand builders in Asia.

From Bland to Brand - the Essential Branding Handbook for Asian Businesses

This book presents theories and case studies for corporations in developed nations, including Japan, for designing strategies to maximize opportunities and minimize threats in business expansion into developing nations. The case studies featured here focus on Asia, including China and India, and use examples of Japanese manufacturers. Five case studies are provided, including Hitachi Construction Machinery and Shiseido in China and Maruti Suzuki in India. These cases facilitate the reader's understanding of the business environments in emerging economies. This volume is especially recommended for business people responsible for international business development, particularly in China and India. In addition, the book serves as a useful resource for students in graduate-level courses in international management.

Global Business Strategy

With contributions from leading brand experts around the world, this valuable resource delineates the case for brands (financial value, social value, etc.) and looks at what makes certain brands great. It covers best practices in branding and also looks at the future of brands in the age of globalization. Although the balance sheet may not even put a value on it, a company's brand or its portfolio of brands is its most valuable asset. For well-known companies it has been calculated that the brand can account for as much as 80 percent of their market value. This book argues that because of this and because of the power of not-for-profit brands like the Red Cross or Oxfam, all organisations should make the brand their central organising principle, guiding every decision and every action. As well as making the case for brands and examining the argument of the anti-globalisation movement that brands are bullies which do harm, this second edition of Brands and Branding provides an expert review of best practice in branding, covering everything from brand positioning to brand protection, visual and verbal identity and brand communications. Lastly, the third part of the book looks at trends in branding, branding in Asia, especially in China and India, brands in a digital world and the future for brands. Written by 19 experts in the field, Brands and Branding sets out to provide a better understanding of the role and importance of brands, as well as a wealth of insights into how one builds and sustains a successful brand.

Brands and Branding

Decoding Branding explains the evolution of branding and how the disrupting factors like digital revolution, technological advancement, changing consumer behavior, and the COVID-19 pandemic have reshaped the marketing landscape. Fundamental principles of fostering strong brands are distilled with illustrations of case studies from various industries. A structured and holistic framework to building and revamping brands is clearly presented for corporations to remain competitive in this constantly

changing operating environment. Interviews with branding experts and corporate leaders are featured at the end of each chapter to allow readers to obtain a complete appreciation of brand development from different perspectives.

Decoding Branding

Usually, a country brand is not focused, resulting in unsuccessful place branding. It is possible to successfully raise your national identity to the level of an attractive brand. Building a country brand is an investment, with strong positive returns. This book will guide you along the path to building a successful brand.

How to Brand Nations, Cities and Destinations

The Cult of the Luxury Brand is the first book to explore how and why an amazing "luxeplosion" is rocking Asia, sweeping up not just the glitzy upper crust, but secretaries toting their Burberry bags, junior executives sporting Rolex watches, and university students in Ferragamo shoes. Hong Kong boasts more Gucci and Hermes stores than New York or Paris. China's luxury market is growing with such gusto that it will single-handedly be the biggest by 2014. Even India, the new kid on the luxury block, has three-month waiting lists for hot items, while in Tokyo, the epicenter of the cult, 94 per cent of women in their 20s own a Louis Vuitton bag. The cult of the luxury brand is so powerful that Asian consumers account for as much as half of the \$80 billion global luxe industry. Radha Chadha and Paul Husband explain the paradox of simultaneously pumping up your product's status while pumping it out to the masses. They crack the code of the cult, offering a tried-and-tested approach to creating an explosive following for your brand. They outline a powerful model that explains the spread of luxury in developed markets such as Japan and Hong Kong, while predicting the future course for emerging markets such as China and India. They also examine the phenomenon of "geniune fakes\

The Cult of the Luxury Brand

An expert presents in a compact form the 20 essential principles of branding that will lead to the creation of strong brands.

Aaker on Branding

This book addresses the No 1 challenge of all major luxury brands today: How can these brands pursue their growth yet remain luxury? How do you reconcile growth and rarity? Kapferer on Luxury offers a selection of the most recent and insightful articles and original essays on the luxury growth challenge from Jean-Noël Kapferer, a world-renowned luxury analyst. Each chapter addresses a specific issue relating to the luxury growth challenge such as sustaining the 'luxury dream', adapting the internet to luxury demands, re-widening the gap with premium brands' competition, and the importance of non-delocalization. It also explores in detail facing the demand of the Chinese clients, rising sustainable quality and experiential standards, developing real luxury services and managing luxury brands within groups without diluting their equity and more. As such, Kapferer on Luxury is the perfect and timely resource for luxury executives, communication managers, luxury observers and advanced students willing to deepen their understanding of this major luxury challenge.

Kapferer on Luxury

The projection of authenticity is one of the key pillars of marketing. Research reveals that consumers seek authenticity through the brands they choose. Based on extensive research with consumers and brand managers this book offers seven guiding principles for building brand authenticity.

Building Brand Authenticity

Today's dynamic and uncertain environment has contributed to the changing nature of markets. In order for companies to keep up, they will need to embark on new wave marketing to ride the wave of opportunities provided by the changes in the environment, such as the digital revolution. This is critical all over the world, but none more so than in Asia. Asia is not only the world's biggest market, but also the fastest growing. It is therefore essential for marketers to understand the dynamics of Asian companies and what they have to offer to the wider world. This book analyzes competitive companies from 18 Asian countries that have successfully practiced new wave marketing and in so doing, provide invaluable lessons that others may find useful. Comprehensive case studies are used not only to describe how

some of Asia's best companies compete, but also to analyze the concepts of new wave marketing their actions are based on. This book is unique in its depth and breadth of cases, from companies in the ASEAN region to North-east Asia, including Mongolia and SAARC. The authors of this book, Professor Philip Kotler, arguably the Father of Modern Marketing, Hermawan Kartajaya from Indonesia, and Hooi Den Huan from Singapore, are all experts in their field and have previously produced other bestsellers. This book, with its focus on real life examples of competitive Asian companies in the age of digitalization, complements the principles and theoretical frameworks of new wave marketing that are detailed in its sister book, *Marketing for Competitiveness*. Together, these books provide a comprehensive picture of the changing Asian marketing landscape.

Asian Competitors: Marketing For Competitiveness In The Age Of Digital Consumers

"There's branding and there's high-tech branding and the differences are enormous. The authors do a great job in isolating the many important principles of branding in an increasingly high-technology world." Al Ries Chairman, Ries & Ries Co-author, *The 11 Immutable Laws of Internet Branding* "The internet and e-commerce have inspired phenomenal changes in the business world, but at least one thing has remained constant: the importance of building a strong brand." Ed Zander President, Sun Microsystems, Inc. "Building a strong consumer brand has always been a monumental task. But, never more so than today, with the explosion of technology, innovation and communication. Paul Temporal has taken a pragmatic and credible approach to suggesting how this effort can be tackled, through his reiteration of basic branding principles, to his reliving case studies of companies which point the way forward. Along the way, he reminds us that branding is all about building a long-lasting and meaningful relationship with consumers." Aaron Boey Vice-President, Marketing Philips Consumer Electronics, Asia-Pacific & Middle-East "Paul Temporal and KC Lee offer us a book full of thought-provoking views and case studies relevant to Internet-Age companies. Insightful and informative, this book challenges you to think through every element of your online branding and customer experience. It is a useful read for any executive who is in charge of brand strategy development and management." Jay Sibel Vice-President, Communications and High Technology Practice A.T. Kearney "In the hi-tech age, building and sustaining great brands are even more critical than ever. The strength of the brand is the only differentiator in a world of connected and knowledgeable customers." Steve Ballmer President, Microsoft

Hi-Tech Hi-Touch Branding

At the beginning of the 21st century, headlines report how cities are going bankrupt, states are running large deficits and nations are stuck in high debt and stagnation. This text argues that thousands of places are in crisis and can no longer rely on national policies for protection. The authors show how places in Asia can become attractive products by effectively communicating their special qualities and attracting investment.

Marketing Asian Places

Winner of: 2014 Christopher Award, Books for Young People 2014 ILA Primary Fiction Award 2015 MLA Mitten Award Honor Human Rights in Children's Literature Honor With humor and warmth, this children's picture book raises awareness about poverty and hunger. Best friends Sofia and Maddi live in the same neighborhood, go to the same school, and play in the same park, but while Sofia's fridge at home is full of nutritious food, the fridge at Maddi's house is empty. Sofia learns that Maddi's family doesn't have enough money to fill their fridge and promises Maddi she'll keep this discovery a secret. But because Sofia wants to help her friend, she's faced with a difficult decision: to keep her promise or tell her parents about Maddi's empty fridge. Filled with colorful artwork, this storybook addresses issues of poverty with honesty and sensitivity while instilling important lessons in friendship, empathy, trust, and helping others. A call to action section, with six effective ways for children to help fight hunger and information on antihunger groups, is also included.

Maddi's Fridge

Advanced Brand Management: Managing Brands in a Changing World (Second Edition) is a complete guide to managing the most valuable assets in the business world--brands. In this exciting second edition, Paul Temporal, a world-renowned brand expert, explains how to develop and manage sophisticated strategies that will ensure sustainable brand value. Dr. Temporal addresses issues such as: How to gain and use valuable consumer insights How to use emotion to secure brand success

How to create a brand vision How to create a power brand strategy How to develop positioning strategies that bring outstanding results How to respond to brand architecture challenges What to consider in extending, revitalizing, repositioning, and deleting brands How to build a brand culture, engage employees, and carry out internal branding How to create a total communications strategy How to address critical issues in brand management, and the role of speed, agility, and innovation How to structure brand guardianship and management How to track brand success More than 40 case studies, including both successful and unsuccessful international brand management initiatives, illustrate practical applications of the topics covered. New cases include: Google; Twitter; MySpace; Facebook; Zara; Opus; Chivas Regal; MTV; P&G; Coca-Cola; Absolut; Nike; LG; Apple; The Obama presidential campaign Plus more... This stimulating book also features a brand management toolkit--an invaluable collection of questions, exercises, and notes culled from Dr. Temporal's wealth of experience. The toolkit will provide you with your own personal consultancy checklists and support, helping to improve and secure your brand equity. Whether you are in control of an established company, starting up a new one, or have responsibility for a brand in a particular industry or sector, Advanced Brand Management is an indispensable resource.

Advanced Brand Management

Asia is the most populated geographical region, with 50% of the world's inhabitants living there. Coupled that with the impressive economic growth rates in many Asian countries, the region provides a very attractive and lucrative market for many businesses, big and small and from all industries. In addition, Asia is also a dynamic market that significantly grows with developments in technology and digitalization. For example, a research by Google and Temasek shows that Southeast Asia is the world's fastest growing internet region. The internet economy in Southeast Asia is expected to grow by 6.5 times from US\$31 billion in 2015 to US\$197 billion in 2025. All these make it critical for marketers, whether domestic, regional or global, to stay in touch if not ahead, in their understanding of what is happening in Asia from a marketing perspective and what Asia has to offer to the world. One phenomenon happening in the Asian market and which marketers should pay utmost attention to, is the rapidly unfolding digital revolution that has fundamentally transformed not just the extent but also the nature of competition. What makes it even more challenging and complicating is also how such a revolution impacts on consumer and business buying behavior. Disruptive technologies supported by this digital revolution have brought in new competitors and enabled existing competitors to surpass the conventional boundaries which we may be quite familiar with. Asian consumers have become more educated and connected and have embraced newer ways of selecting, buying and using products and services. In this book, the Father of Modern Marketing, Professor Philip Kotler has collaborated with two marketing experts from Asia, Hermawan Kartajaya from Indonesia and Hooi Den Huan from Singapore to publish a book on Marketing for Competitiveness: Asia to the World — In the Age of Digital Consumers. This book argues that marketing is no longer just vertical but has encompassed a new, more horizontal paradigm. In addition to many new concepts and frameworks, this book includes a plethora of real-world examples from various countries in Asia, which will help to shed light on how companies, both Asian and global, compete in Asia. Useful lessons can be drawn by all businesses in the world on how to win the mind, heart and spirit of the Asian consumer — digital and non-digital.

Marketing For Competitiveness: Asia To The World - In The Age Of Digital Consumers

Adopted internationally by business schools and MBA programmes, this book is the ultimate resource for senior strategists, positioning professionals and postgraduate students to understand and overcome the challenges of brand management and strategy today, written by the leading international expert of branding, Jean-Noël Kapferer. The New Strategic Brand Management is simply the reference source for branding professionals and postgraduate students. Over the years it has not only established a reputation as one of the leading works on brand strategy, but also has become synonymous with the topic itself. Using an array of international case studies, this book covers all the leading issues faced by brand strategists today, with both gravitas and intelligent insight. It reveals new thinking on topics such as putting culture and content into brands, the impact of private labels and the comeback of local brands. This updated fifth edition builds on the book's already impressive reputation, including new content that will help students and practitioners stay up to date with targeting, with relevant research and market knowledge to support the discipline. With dedicated sections for specific types of brands (luxury, corporate and retail), international examples and case studies from companies such as Audi, Nivea, Toyota and Absolut Vodka; plus models and frameworks such as the Brand Identity Prism; The New Strategic Brand Management remains at the forefront of strategic brand thinking.

The New Strategic Brand Management

Asia has been a hub for e-commerce companies in the past decade and the growth trajectory narrates the story of bright future. Its growth has largely impacted the economic, social and technological advancements in every country and contributed to global trade. Nonetheless, the success and failure of e-commerce companies lies on various factors, some of which include product pricing, competition, strategies and business models. However, with surveys in India indicating how sale of counterfeit products remains a significant problem for online shoppers across many e-commerce sites, e-commerce companies claim they are taking tough steps to ensure that counterfeit products do not make their way to customers, by delisting fraud sellers, using tamper-proof packaging and monitoring warehouses. This book aims to unwrap the stories of e-commerce companies in Asia and how they have contributed to the society. It discusses the growth and failures of some e-commerce giants and looks at both theoretical and practical aspects of e-commerce by presenting the issues, challenges and successes of e-commerce businesses. It examines interdisciplinary and transdisciplinary aspects from micro and macro perspectives and links disciplines like strategy, management, entrepreneurship, competitiveness, finance, technology and operations.

Changing Face Of E-commerce In Asia

Contrary to the belief that brand management is mostly a matter of art and luck, the teams at McKinsey found out how brands can be measured, built, and managed systematically. Power Brands reveals the secret of strong brands, presenting a holistic approach to brand management, which combines precise science with target-oriented craft and inspiring art. Using concepts developed from a university study, the book introduces McKinsey BrandMatics, which combines systematic, qualitative concepts and indicators (e.g., brand image) with quantitative ones (e.g., revenue potential), resulting in a comprehensive and transparent framework for successful brand management.

Power Brands

The days of the image brands are over, and 'new marketing' has gone mainstream. The world's biggest companies are pursuing a post-advertising strategy, moving away from advertising and investing in leading edge alternatives. In the vanguard of the revolution has been John Grant, co-founder of the legendary agency St. Luke's and author of The New Marketing Manifesto, whose radical thinking has informed a generation. Now Grant is set to stun the industry again. In The Brand Innovation Manifesto, he redefines the nature of brands, showing why old models and scales no longer work and revealing that the key to success today is impacting people's lifestyles (think Starbucks, iPod and eBay). At the heart of the book is the concept of the 'brand molecule' to which new cultural ideas can be constantly added to keep pace with change. Cataloguing 32 classes of idea, Grant presents a practical approach to mixing and matching them within your own market to develop new brand ideas - and new ideas for existing brands.

The Brand Innovation Manifesto

Written by the world's leading thinkers on brand strategy, this book looks at what Asian and emerging market brands need to do to succeed in international markets and the challenges they face when competing with western brands.

Brand Breakout

40 or 50 families control the economies of Hong Kong, Singapore, Thailand, the Philippines and Indonesia. Their interests range from banking to property, from shipping to sugar, from vice to gambling. 13 of the 50 richest families in the world are in South East Asia yet they are largely unknown outside confined business circles. Often this is because they control the press and television as well as everything else. How do they do it? What are their secrets? And is it good news or bad for the places where they operate? Joe Studwell explosively lifts the lid on a world of staggering secrecy and shows that the little most people know is almost entirely wrong.

Asian Godfathers

Seeing the world's biggest brands gain ground over the world's markets, you can't deny that the 25,000 students in the UK studying marketing will never understand their subject without knowing how branding works. This is THE key scholarly text in this crucial topic, an already hugely respected title and big seller in the field. It follows on from the introductory textbook *Creating Powerful Brands*, and comes highly illustrated with real examples of influential marketing campaigns. This is the book that will take students to the next level with the skills to develop and implement their own branding strategy.

From Brand Vision to Brand Evaluation

Globalization and social media have made the world smaller, more connected and infinitely more competitive. The world has changed. Have you? If you don't have the package that will take you to the next level of your career, you need to reinvent your personal brand. *BrandingPays(TM)*, a practical guide to strategic personal branding, will help you refocus your skills and experience so you are the best candidate for the job, career and business opportunities that you desire. Perfect for professionals, entrepreneurs and college students, the step-by-step *BrandingPays* methodology has been proven in Fortune 500 companies and leading business schools. Former Regis McKenna Inc. Partner Karen Kang builds upon concepts and techniques from the legendary marketing firm that created and launched the Apple brand.

BrandingPays

Branding guru Aaker shows how to eliminate the competition and become the lead brand in your market. This ground-breaking book defines the concept of brand relevance using dozens of case studies-Prius, Whole Foods, Westin, iPad and more-and explains how brand relevance drives market dynamics, which generates opportunities for your brand and threats for the competition. Aaker reveals how these companies have made other brands in their categories irrelevant. Key points: When managing a new category of product, treat it as if it were a brand; By failing to produce what customers want or losing momentum and visibility, your brand becomes irrelevant; and create barriers to competitors by supporting innovation at every level of the organization. Using dozens of case studies, shows how to create or dominate new categories or subcategories, making competitors irrelevant. Shows how to manage the new category or subcategory as if it were a brand and how to create barriers to competitors. Describes the threat of becoming irrelevant by failing to make what customer are buying or losing energy. David Aaker, the author of four brand books, has been called the father of branding. This book offers insight for creating and/or owning a new business arena. Instead of being the best, the goal is to be the only brand around-making competitors irrelevant.

Brand Relevance

More than simply a comprehensive collection of brand success stories, this text will also help businesses and students to easily identify the factors behind these successes, and to place them into a broader business and social context.

Brand Royalty

From Chinese Brand Culture to Global Brands examines branding from the Chinese perspective, and predicts that China's greatest brands are poised for global dominance.

From Chinese Brand Culture to Global Brands

In a cultural climate saturated by technology, marketing professionals have focused their energies on creating newer and more digital methods of advertising their brands, with the fear that if they don't embrace "Big Data," they will fade into obscurity. But Tom Doctoroff, Asia CEO for J. Walter Thompson, argues that this frenzy over digital and social media has created a schism in the marketing world that is hindering brands from attaining their true business potential. The tension between traditional branding and the seemingly unlimited possibilities presented by the advent of "digital" branding leads companies to abandon the tried and true aspects of marketing for the flash of the new. In *Twitter is Not a Strategy*, Doctoroff explains why a strategy that truly integrates the two ideas is the best way for a brand to move into the future. Using some of the biggest brand names in the world as examples, such as Coca-Cola, Nike, and Apple, he breaks down the framework of marketing to explain how digital marketing can't stand without the traditional foundation.

Twitter is Not a Strategy