

4 MARKETING APPROACHES

Transactional

Orientation court
terme.

**Incentives and
promotions.**

Individual
transactions.

Relational

Loyalty program.

**Personalization of
offers.**

Communication
continue.

Societal

Promotion of
ecological products.

**Participation in
charitable actions.**

Compliance with
ethical standards.

Holistic

Global vision.

Coordination.

Consistent customer
experience.

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J Elliott

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The Publishers' Trade List Annual ,1977 **Basic Marketing** Edmund Jerome McCarthy,1960 Basic marketing William D. Perreault,Edmund Jerome McCarthy,1996 **The Equitable Cultural Tourism Handbook** Alf H. Walle,2010-03-12 This book addresses key issues in cultural tourism focusing on private sector participation and marketing It aims to help host communities interact within a private sector context The introduction discusses the role of cultural tourism in serving multiple stakeholders equitably emphasizing host communities Marketing Words and Concepts David Joseph Schwartz,1977 **Class and Industrial Marketing** ,1930 Books and Pamphlets, Including Serials and Contributions to Periodicals Library of Congress. Copyright Office,1973 *Marketing in Australia* Philip Kotler,1989 Class & Industrial Marketing ,1928 **Journal of the Market Research Society** Market Research Society,1974 **Class** ,1928

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