



# MARKETING PROBLEM

**SOLVER**

# Marketing Problem Solver

**Fonkam, Mathias Mbu,Vajjhala,  
Narasimha Rao**



## Marketing Problem Solver:

The Entrepreneur and Small Business Marketing Problem Solver William A. Cohen, 1991-09-20 Focuses exclusively on the marketing concerns of small businesses Helps the small business owner be successful in marketing Each chapter stands alone and covers a specific class of marketing problems By putting all essential information about marketing at the reader's fingertips it comprises his best first investment *Marketing Problem Solver* Cochrane Chase, Kenneth L. Barasch, 1977

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need a writer and a designer right That s just one part albeit an important part and even that part can be challenging without the right approach But content marketing is about much more than creating content You need to understand the challenges facing your audience as well as how to distribute measure and optimize the content This book will help you understand how to do it right I ve been in marketing for more than twenty years I ve seen companies content marketing and not coincidentally the companies themselves fail When they fail it s not pretty employees owners and vendors struggle and experience a lot of stress I ve been there so think of me as someone who knows what you could be facing I ve also seen companies do amazing things and flourish impressively while using content marketing That s when it s really exciting When done right content marketing is incredibly powerful After reading the book you will be able to answer questions like What are six effective techniques for discovering the real problem I m facing How can I avoid the five common barriers to solving problems What are the five different visions for a content marketing program What are the six core business problems and how do I solve them Once my marketing campaign has been created how can I measure its effectiveness What are the different ways to plan and execute different types of content For this book I ve interviewed dozens of marketing experts ranging from CMOs of Fortune 500 companies to owners of technology startups to longtime content marketing professionals I m excited to share their wisdom along with what I ve learned during my career and to help you advance your own career Content marketing can seem too scary and overwhelming to tackle But the right knowledge which I ve aimed to provide here is a powerful tool What s Your Problem provides concrete strategies for pushing your problem solving skills into high gear The book guides you through every step of the problem solving process giving you the skills you need to address the big picture with a detailed plan of action No matter the size or difficulty of your problem What s Your Problem contains the wisdom you need to effectively tackle it Pulling from psychological research historical examples and personal experience What s Your Problem provides you with the strategies you need to be a successful problem solver These problem solving skills will help your company save you time and help you become the effective leader you know you can be If you are interested in enhancing your problem solving skills and becoming a better marketer then What s Your Problem is for you

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