

# **Marketing Scientific and Technical Information**

*Edited by*  
**William R. King and Gerald Zaltman**



# Marketing Scientific And Technical Information

**David Kirk**

## **Marketing Scientific And Technical Information:**

*Marketing Scientific And Technical Information* William R. King, 2019-04-05 Creating and disseminating scientific and technical information STI can be likened to producing and distributing a product or service Although this view is natural to marketing scholars and practitioners it is not one that has been extensively applied to STI policymaking and research This book assesses and demonstrates the applicability and potential of various areas of marketing theory in the STI context It includes the work of distinguished marketing scholars who have analyzed STI marketing from such perspectives as consumer needs assessment information acquisition strategy market segmentation and product design

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Translation Stinet **Class and Industrial Marketing**, 1929 [National Science Council Review](#), 1996 [World Peace](#)

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