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SUCCESSFUL MARKETING
OF HI-TECH PRODUCTS
AND SYSTEMS



O. Judson Strock

Engineering For Profit Successful Marketing Of Hi Tech Products And Systems

Peipei Pang



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Engineering for Profit O. J. Strock, Solomon Press, 1994-09-09 A highly successful design engineer who is also a marketeer gives us the benefit of his years of experience in helping to market high tech products profitably A unique feature of the book is the Model Proposal a detailed presentation of a marketing sequence on a successful bid effort to assist you in developing a winning proposal Strock outlines the role of each team player in getting a successful sales contract the product designer the customer the marketing director the engineer in a part time marketing role the marketeer the proposal manager and the service team Engineering for Profit provides information for marketing such high tech products and systems as airplanes computers electronic instruments engines and turbines satellites and other space vehicles lasers medical equipment navigation systems and numerous other devices Two hypothetical companies DACCO and WACKY are used to illustrate specific examples of mistakes and corrective actions Although there are no such companies as DACCO and WACKY all the example mistakes and successes are real Marketing of High-technology Products and Innovations Jakki J. Mohr, Sanjit Sengupta, Stanley F. Slater, 2010 This title provides a thorough overview of the issues high tech marketers must address and provides a balance between conceptual discussions and examples small and big business products and services and consumer and business to business marketing contexts *The Entrepreneurial Engineer* R. Wayne Fields, 1999 Skilled engineers or managers with creative product ideas but limited knowledge of how to actually start building a company around their ideas can benefit from this invaluable resource In it readers get practical insights tools objectives strategies and actions they can apply to any stage of their project from initial ideas to the all important question of profitability *Journal of High Technology Management Research* , 1998 *Successful Marketing Strategy for High-tech Firms* Eric Viardot, 2004 Annotation This revised edition of the bestseller reflects the realities of the new high tech marketplace where effective marketing strategy counts as much as the latest technology New material includes case studies on how high tech giants came out of the tech market meltdown stronger and more competitive Essentials of Marketing High Technology William L. Shanklin, John K. Ryans, 1987-01-01 To learn more about Rowman Littlefield titles please visit us at www.rowmanlittlefield.com *CareerJournal.com Resume Guide for \$100,000 + Executive Jobs* William E. Montag, 2002-10-22 The Proven Professional Resume and Job Search Guide for Executives in the 100K and Above Salary Range This new expanded edition of a classic bestseller supplements veteran career advisor William Montag's years of experience with the powerful online resources of CareerJournal.com The Wall Street Journal's own career Web site Let this handy resource be your own professional executive coach with up to the minute advice on how to land your ideal executive job using proven high visibility marketing techniques The top notch real world resume and cover letter samples inside will help you launch your search with the same competitive edge held by the top level clients of Montag Associates You'll learn how critical self marketing is to your success and how to maximize your marketability by pairing the perfect cover letter with the right resume

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NASA Tech Briefs, 1999

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scientific research and development and allowed current scientific and practical achievements to be shared with wide circle of researchers Featuring selected papers from the conference the book is of interest to a broad range of experts involved in developing innovative solutions and organizing events that increase the efficiency of economic and innovative activities

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