

Nothing in business is so remarkable as the conflicting variety of success formulas offered by its numerous practitioners and professors. And if, in the case of practitioners, they're not exactly "formulas," they are explanations of "how we did it," implying with firm control over any fleeting tendencies toward modesty that "that's how *you* ought to do it." Practitioners, filled with self-importance, turn ourselves hopefully into consultants, advisers, consultants filled mostly with hot air.

Marketing Success Formulas

Professors, on the other hand, know better than to deal merely in explanations. We traffic instead in higher goods, like "analysis," "concepts," and "theories." In short, "truth." Filled with self-importance, we turn ourselves hopefully into untested advisers, consultants filled mostly with woolly conges-

Formula For Successful Marketing

Clemens Wendtner



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