

# Cases in Marketing Management (The Ivey Casebook Series)

Kenneth E. Clow, Donald E. (Edward) Baack

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This comprehensive collection of 38 cases selected from Ivey Publishing helps students understand the complex issues that marketing professionals deal with on a regular basis. The cases were chosen to help students apply conceptual, strategic thinking to issues in marketing management, as well as provide them with more practical operational ideas and methods.

Cases were chosen from around the world, from small and large corporations, and include household names such as Twitter, Best Buy, Ruth's Chris, and Kraft Foods. The majority of the cases are very recent (from 2009 or later). Each chapter begins with an introductory review of the topic area prior to the set of cases, and questions are included after each case to help students to think critically about the material.

**Cases in Marketing Management** is edited by Kenneth E. Clow and Donald Baack, and follows the structure and goals of their textbook *Marketing Management: A Customer-Oriented Approach*. It can also be used as a stand-alone text, or as a supplement to any other marketing management textbook, for instructors who want to more clearly connect theory and practice to actual cases.



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