



## Marketing Places

By Philip Kotler

Free Press. Paperback. Condition: New. 400 pages. Dimensions: 8.8in. x 6.0in. x 1.0in. Today's headlines report cities going bankrupt, states running large deficits, and nations stuck in high debt and stagnation. Philip Kotler argues that thousands of places - cities, states, and nations - are in crisis, and can no longer rely on national industrial policies, such as federal matching funds, as a promise of jobs and protection. The authors show that places must, like any market-driven business, become attractive products by improving their industrial base and communicating their special qualities more effectively to their target markets. From studies of cities and nations throughout the world, Kotler offers a systematic analysis of why so many places have fallen on hard times, and make recommendations on what can be done to revitalize a place's economy. He shows how place wars - battles for Japanese factories, government projects, Olympic Games, baseball team franchises, convention business, and other economic prizes - are often misguided and end in wasted money and effort. The hidden key to vigorous economic development, the author argues, is strategic marketing of places by rebuilding infrastructure, creating a skilled labour force, stimulating local business entrepreneurship and expansion, developing strong publicprivate partnerships,...



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