

Marketing Dei Prodotti Enogastronomici All Estero

Confartigianato Vicenza, Cesar-Formazione e Sviluppo, Enaip Veneto

Guida all'export agroalimentare Slawka G. Scarso, 2017-06-30

Marketing dei prodotti enogastronomici all'estero Slawka Scarso, Luciana Squadrilli, Rita

Lauretti, 2017-06-26 T00:00:00+02:00 L'export è oggi un canale essenziale per la crescita delle aziende agroalimentari italiane. Ampliare il proprio mercato non è però una scelta da prendere alla leggera: richiede investimenti ingenti e la competizione è molto forte. Non c'è spazio per l'improvvisazione. Questo volume vuole fornire tutti gli strumenti che possono servire a un'azienda piccola o grande per far fruttare i propri investimenti nei mercati stranieri. Una guida completa e operativa, ricca di dati e immagini a colori, per promuovere e vendere il Food & Wine all'estero: • analisi interna dell'azienda, scelta e analisi del mercato; • i principali attori dell'export, le normative e le certificazioni; • comunicare il Made in Italy: il nome, l'etichetta, lo storytelling; • creare un sito Web export-oriented; • sviluppare i rapporti con i buyer e gli importatori; • partecipare alle fiere e agli eventi internazionali; • casi pratici di aziende che ce l'hanno fatta.

Food & Wine Marketing 4.0 Reloaded Maria Pia Favaretto, Mariagrazia Villa, 2024-06-11 T00:00:00+02:00 Come mettere a tavola il futuro? Abbiamo raccolto in un unico volume diverse prospettive, che servono sia per raccontare al meglio l'universo Food & Wine sia per sviluppare le tante competenze necessarie a rispondere alle nuove tendenze di consumo e ai ritmi imposti dalla trasformazione digitale di ultima generazione. E qui vi sveliamo il segreto: bisogna pensare in modo transdisciplinare. Grazie alla riflessione di professionisti esperti e all'analisi di diversi casi studio di aziende italiane, potrete conoscere le dinamiche, le strategie e i linguaggi più efficaci ed efficienti per promuovere l'agroalimentare. Un libro originale e poliedrico, uno strumento pratico e teorico allo stesso tempo, che si rivolge a studenti, professionisti, addetti ai lavori e imprese del food & wine system. Siete pronti a diventare degli eccellenti comunicatori del Made in Italy del cibo e del vino? Si parte, insieme.

Retailing & Trade Marketing Daniele Fornari, Alessandro Iuffman Ghezzi, 2023-10-02 T00:00:00+02:00 Negli ultimi anni è iniziata una nuova epoca spesso definita come Epoca della Complessità., segnata e condizionata da numerose discontinuità sociali, economiche, ambientali, tecnologiche e geopolitiche. Questi fenomeni, oltre a condizionare le strategie di sviluppo delle imprese, hanno contribuito a modificare i paradigmi tradizionali delle politiche di marketing e di retailing. In particolare, le aziende si sono dovute confrontare con nuovi modelli di consumo e di shopping, con nuovi canali di vendita,

con nuovi assetti competitivi, con nuove strutture organizzative, con una nuova configurazione del «potere» di marketing tra produttori e distributori. Il libro analizza gli scenari commerciali e l'impatto che tali scenari stanno avendo sulle strategie sia di retailing delle insegne commerciali sia di trade marketing delle marche industriali. Fra questi scenari quelli più significativi riguardano: la nuova gerarchia tra brand loyalty e store loyalty, il ruolo centrale del punto di vendita come media di comunicazione, lo sviluppo delle politiche di shopper marketing, la crescente rilevanza degli investimenti di trade marketing rispetto agli investimenti di consumer marketing, il riposizionamento competitivo e la crescente concentrazione dei Gruppi distributivi e la concorrenza e l'integrazione tra i canali di vendita fisici (offline) e canali di vendita digitali (online).

Mercati e prodotti alimentari all'estero, 2003

Il marketing del turismo. Politiche e strategie di marketing per località, imprese e prodotti/servizi turistici

Antonio Foglio, 2015-08-27T00:00:00+02:00 100.845

Trade marketing & sales management Daniele Fornari, 2018-10-31T00:00:00+01:00 Nell'ultimo decennio, oltre che con una grande e lunga crisi economica, le imprese si sono confrontate con una fase storica che ha segnato, citando un'efficacia metafora di Karl Popper, il passaggio dal mondo degli orologi al mondo delle nuvole. Il mondo degli orologi era un mondo deterministico, razionale, ordinato, lineare, semplice. Il mondo delle nuvole, invece, è un mondo irregolare, mutevole, caotico, imprevedibile, complesso. Nel mondo degli orologi per le imprese era facile fare previsioni, costruire i budget aziendali e i piani di Marketing. Nel mondo delle nuvole fare previsioni è sempre più complicato con un crescente scostamento negativo tra i risultati consuntivi e i risultati previsti. Questo passaggio richiede lo sviluppo di nuovi paradigmi di analisi per valutare gli effetti, sui processi di Marketing, dei fenomeni di discontinuità riguardanti i modelli di shopping dei consumatori, il confronto competitivo tra i canali di vendita offline e online, il posizionamento delle marche negli assortimenti commerciali, gli assetti competitivi dei gruppi distributivi, la configurazione dei rapporti negoziali tra produttori e distributori, le strutture organizzative di interfaccia. Il libro si propone di analizzare in modo approfondito ed aggiornato questi effetti. In contesti di mercato in cui le imprese di produzione sono sempre più costrette a competere non solo sul mercato finale, quello dei consumatori, ma anche sul mercato intermedio, quello dei canali di vendita, le politiche di Trade Marketing e di Sales Management hanno assunto sempre di più una valenza strategica diventando una fonte basilare del vantaggio competitivo aziendale.

Turismo delle radici Sonia Ferrari, Tiziana Nicotera, 2024-07-05T00:00:00+02:00 Seguito ideale del Primo Rapporto sul Turismo delle Radici in Italia, questo volume rappresenta una novità nel panorama dello studio del turismo delle radici poiché incentrato sul marketing strategico e operativo. Il segmento dei viaggiatori ancestrali mostra, infatti, caratteristiche e bisogni estremamente specifici, che richiedono una pianificazione mirata in termini di marketing per tener conto di

motivazioni, aspettative, gusti e preferenze della domanda. L'obiettivo del libro è quello di suggerire a operatori pubblici e privati politiche, azioni e strumenti adeguati a progettare un'offerta competitiva. Le autrici si soffermano su tutti gli aspetti del marketing, dalla segmentazione del mercato alle esperienze e attrattive per il turista delle radici, compresa l'intersezione fra questa e altre forme di turismo e di emigrazione, fino alle leve del marketing mix e all'analisi quantitativa della domanda, con uno sguardo alla futura evoluzione del fenomeno in esame. Nella lettura emerge il perfetto connubio tra l'approccio accademico-scientifico, grazie all'approfondito studio della letteratura sul tema, e l'approccio pratico e operativo completato da numerosi esempi e case study, utile a ricercatori, imprenditori, professionisti, amministratori locali e altri soggetti coinvolti nell'offerta per i viaggiatori delle radici. Il tutto è arricchito dai preziosi contributi di numerosi studiosi ed esperti.

La ristorazione di lusso. Il marketing moderno per creare o rinnovare attività nel campo della ristorazione Igor Maur Bagnobianchi, Igor Mauro Bagnobianchi, 2009-11-17T00:00:00+01:00 1060.181

Garanzia giovani in Veneto Confartigianato Vicenza, Cesar-Formazione e Sviluppo, Enaip Veneto, 2017-02-14T00:00:00+01:00 1490.60

L'impresa alberghiera. Produzione, strategie e politiche di marketing Clara Benevolo, Mario Grasso, 2007

I professionisti dello sviluppo turistico locale Nicolò Costa, 2005

Il mercato turistico cinese. Marketing, casi e buone prassi AA. VV., 2013-04-24T00:00:00+02:00 1365.4.8

Il turismo enogastronomico. Progettare, gestire, vivere l'integrazione tra cibo, viaggio, territorio Erica Croce, Giovanni Perri, 2015-11-09T00:00:00+01:00 1365.1.1

Il "marketing" dei prodotti agricoli negli Stati Uniti Franco Tradardi, 1951

Come vendere all'estero Henry Deschampsneufs, 1982

Il mercato estero nelle Canarie Elena Venturini, 2008

La lezione di Expo. Comunicare con i grandi eventi. Da Milano 2015 a Dubai 2020 Pasquale Maria Cioffi, 2017-06-26

Durante i sei mesi di Expo 2015 sono stati migliaia gli articoli che i giornali nazionali e stranieri hanno dedicato agli appuntamenti dell'Esposizione Universale. È mancata tuttavia una riflessione. Da qui la necessità di raccontare cosa significa investire su un grande evento e quali ritorni riescono a ottenere gli investitori e, soprattutto, la collettività. Questo volume raccoglie le testimonianze dirette dei principali protagonisti di Expo Milano, i quali raccontano cosa hanno realizzato, come e con che risultati. La «Lezione di Expo 2015» è utile per preservare quella esperienza e cercare di utilizzarla nella costruzione di altri grandi eventi. Il modello di Milano è stato ripreso nelle prossime Esposizioni di «Astana 2017» e «Dubai 2020» che rappresentano già da ora un'opportunità per imprese e professionisti del nostro paese.

Vino e territorio. Tipicità del vino e gusti del consumatore AA. VV., 2010-02-12T00:00:00+01:00 2001.72

Innovare con le imprese. Valtellina. Profili di sviluppo Giulio Cainelli, Maria Chiara

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