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## Marketing Fashion By Harriet Posner

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Harriet Posner is Course Leader for fashion communication and promotion at Norwich University of the Arts, UK. After graduating from

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Central Saint Martins College of Art & Design in London, she established her own knitwear label selling in major stores worldwide.

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Harriet Posner is an Associate Lecturer in Fashion Business and Marketing at the London College of Fashion, UK. After graduating from Saint Martins College of Art & Design, she set up her own-label women's and men's knitwear brand selling in major stores worldwide.

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market. All tools in the modern marketer's kit are discussed, from attending fashion fairs to viral marketing and online strategies. Using examples and case studies drawn from a broad range of fashion, textile, and retail businesses, students are led through the marketing process from initial consumer and market research to the creation of exciting marketing and branding campaigns. The book is designed to appeal to students at degree or foundation level as well as those contemplating a career within the fashion industry.

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Fashion is all about image. Consequently, fashion marketing communications – encompassing image management and public relations, branding, visual merchandising, publicity campaigns, handling the media, celebrity endorsement and sponsorship, crisis management etc. – have become increasingly important in the fashion business. This textbook for students of fashion design, fashion marketing, communications and the media sets out all that they need for the increasing number of courses in which the subject is a part.

The Fundamentals of Digital Fashion Marketing introduces and explores contemporary digital marketing practices within the fashion industry. Clare Harris clearly explains key digital marketing strategies and examines and illustrates their role in fashion through exciting and memorable industry examples. Marketing practices covered include online marketing, social media, video, mobile technologies, in-store

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technologies, augmented reality and digital spaces. The text features interviews and case studies from some of fashion's biggest brands and most cutting-edge marketing companies, while also promoting active learning through engaging activities and exercises. This all combines to create a book that will inform, stimulate and inspire the next generation of creative marketers.

Fashion Promotion is an inspiring and practical guide to promoting a brand. It addresses the new ways in which brands engage with customers, through the latest digital channels as well as traditional methods. Topics covered include developing a brand from an original idea, the impact of blogging and street style sites, digital fashion, online and offline marketing techniques, creating the vision behind a brand, and public relations. From marketing, PR and collaboration to creating brand visuals, Fashion Promotion guides readers through the ways in which any brand - large or small - can embrace the opportunities brought about by developments in digital communication, in order to engage with consumers in new and exciting ways. The new edition covers the impact of mobile on fashion retail transactions and marketing, the role for virtual and augmented reality and the increasing importance of sustainable production and distribution.

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‘Clothing that is not purchased or worn is not fashion’ (to paraphrase Armani) Knowledge of marketing is essential to help ensure success and reduce the risk of failure in fashion. For the designer starting up in business, this book offers a guide to the major decisions that will enable you to fulfil your creative potential and be a financial success: What are the major trends we should be monitoring?; How should we set our prices?; What is the most effective way to get our message across about the new product range?; Which colour-wash will be the most popular with buyers? Marketing is now a firmly established element of most fashion and clothing courses. Fashion Marketing is written to meet students’ requirements and has many features making it essential reading for anyone involved in the fashion and clothing business: · deals with contemporary issues in fashion marketing · up-to-date examples of global good practice · exclusively about fashion marketing · a unique contribution on range planning with a practical blend of sound design sense and commercial realism · a balance of theory and practice, with examples to illustrate key concepts · clear worked numerical examples to ensure that the ideas are easily understood and retained · over 50 diagrams · a glossary of the main fashion marketing terms and a guide to further reading · a systematic approach to fashion marketing, not hyperbole or speculation. The new edition has been updated throughout with new material on different

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promotional media, visual marketing and international marketing research; and new coverage of internal marketing, supply chain management, international marketing communications as well as the role of the internet. See [www.blackwellpublishing.com/easey](http://www.blackwellpublishing.com/easey) for supporting pack for tutors, including PowerPoint slides for each chapter plus ideas and exercises for seminars.

This book provides a clear understanding of the different business strategies and models across all markets of the fashion industry. Providing a holistic and practical approach to strategic fashion management and marketing, the book covers brand image, supply chain, communication, price point and social media. Based on examples from international organisations - including Off-White, Nike and Zara, as well as leading luxury brands - the author identifies 13 core market sectors and explores the strategies applied in each: from creativity to their supply chain and sustainability, from segmentation strategy to brand policies and from pricing to distribution. Each chapter includes features to aid student learning, including interviews with a wide range of experts from across the industry as well as student activities and reflection points. Theoretically grounded yet practical in its approach, this is important reading for advanced undergraduate and postgraduate students of Strategic Fashion Management, Fashion

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Marketing and Communications, Fashion Merchandising and Luxury Fashion.

This is the first book on the subject that combines contemporary marketing theory with analysis of operational marketing practice within the fashion industry. It contains the views of key practitioners and much original case study material from leading fashion organizations to provide unique insights into the reality of fashion marketing.

Marketing de moda es un manual básico sobre los principios teóricos y las aplicaciones prácticas del marketing y el branding en el sector de la moda. Mediante un amplio repertorio de ejemplos y casos prácticos tomados de empresas de la moda, el mundo textil y el comercio minorista, Harriet Posner introduce al estudiante en los conceptos teóricos clave y lo conduce a lo largo de todo el proceso de trabajo, desde la investigación de mercado y la detección de las necesidades del consumidor hasta la creación de campañas de marketing atractivas y eficaces. (GG).

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