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publishing industry to reinstate marketing firmly where it should be: as an integral and integrated part of the whole marketing process. Marketing in Publishing gives expert guidance on different elements of the marketing process, including advice on promotional and direct mail options, and a step-by-step section on how to make an effective sales call. It includes a valuable discussion of fusing market ...

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Marketing in Publishing, offers a wealth of practical information on creative strategies to increase book sales in a competitive and rapidly-changing marketplace. It is the first comprehensive study in this area to be published since the ending of the Net Book Agreement.Patrick Forsyth, now a marketing consultant, draws in his many years ...

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As a writer I am best known for my books (and other material) for business: personal skills, career skills and techniques for managers and executive - from negotiation to time management - linked to my work as a marketing consultant and trainer.

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Patrick Forsyth's work has spanned many industries, and countries. He has worked in most countries in continental Europe, including Eastern Europe and also works regularly in South East Asia. He has has written over 100 titles and has books translated into 24 different languages. He also writes articles (for a variety of journals such as Better Business and Professional Marketing), training materials and, more recently, for several web sites.

About Me - Patrick Forsyth Page 13/19

"Marketing in Publishing" offers a wealth of practical information on creative strategies to increase book sales in a competitive and ever-changing marketplace. It gives expert guidance on different elements of the marketing process, including advice on promotional and direct mail options, and a step-by-step section on making an effective sales call.

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Patrick Forsyth runs Touchstone Training & Consultancy, an independent firm based in the Page 14/19

U.K. specialising in marketing consultancy, research and training on marketing issues, sales, and communication and management skills. He is a consultant of more than twenty five years experience and was a Director of a major consulting organisation before starting his own firm in 1990.

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Patrick Forsyth is a consultant and author specialising in marketing and communications skills. He runs Touchstone Training & Consultancy based in the United Kingdom and Page 16/19

has worked in many different industries and parts of the world. He is the author of many successful books and has translations in 24 languages.

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