# RETAIL MANAGEMENT A STRATEGIC APPROACH 12TH EDITION

STRATEGIC MANAGEMENT TOP MANAGEMENT STRATEGYSTRATEGIC MANAGEMENTSTRATEGIC Management Management Strategies for Information Technology Management Strategy Strategic APPROACH TO HUMAN RESOURCE MANAGEMENTPRACTICAL STRATEGIC MANAGEMENT: HOW TO APPLY STRATEGIC THINKING IN BUSINESSTHE STRATEGIC MANAGEMENT BLUEPRINTSTRATEGIC Management Management Strategy: Achieving Sustained Competitive AdvantageUnderstanding STRATEGIC MANAGEMENTHANDBOOK OF MIDDLE MANAGEMENT STRATEGY PROCESS RESEARCHSTRATEGIC MANAGEMENTPRACTICAL STRATEGIC MANAGEMENTSTRATEGIC MANAGEMENTSTRATEGIC ManagementEssentials of Strategic ManagementUnderstanding and Managing Strategic CHANGESTRATEGIC MANAGEMENT IN THE ARTS IRENE M. DUHAIME BENJAMIN B. TREGOE ALEX R. MILLER DK MICHAEL J. EARL ALFRED A. MARCUS TAPOMOY DEB EIICHI (ERIC) KASAHARA PAUL DOBSON JEFFREY H. DYER ALFRED MARCUS ANTHONY E. HENRY STEVEN W. FLOYD JOHN A. PEARCE EIICHI KASAHARA CLIFF BOWMAN G. A. COLE JOHN E. GAMBLE H. IGOR ANSOFF LIDIA VARBANOVA STRATEGIC MANAGEMENT TOP MANAGEMENT STRATEGY STRATEGIC MANAGEMENT STRATEGIC MANAGEMENT Management Strategies for Information Technology Management Strategy Strategic Approach TO HUMAN RESOURCE MANAGEMENT PRACTICAL STRATEGIC MANAGEMENT: HOW TO APPLY STRATEGIC THINKING IN BUSINESS THE STRATEGIC MANAGEMENT BLUEPRINT STRATEGIC MANAGEMENT MANAGEMENT STRATEGY: ACHIEVING SUSTAINED COMPETITIVE ADVANTAGE UNDERSTANDING STRATEGIC MANAGEMENT HANDBOOK OF MIDDLE MANAGEMENT STRATEGY PROCESS RESEARCH STRATEGIC MANAGEMENT PRACTICAL STRATEGIC MANAGEMENT STRATEGIC MANAGEMENT STRATEGIC MANAGEMENT ESSENTIALS OF STRATEGIC Management Understanding and Managing Strategic Change Strategic Management in the Arts Irene M. Duhaime Benjamin B. Tregoe Alex R. Miller DK Michael J. Earl Alfred A. Marcus TAPOMOY DEB EIICHI (ERIC) KASAHARA PAUL DOBSON JEFFREY H. DYER ALFRED MARCUS ANTHONY E.

HENRY STEVEN W. FLOYD JOHN A. PEARCE EIICHI KASAHARA CLIFF BOWMAN G. A. COLE JOHN E.
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AN AUTHORITATIVE OVERVIEW OF THE PRIOR DEVELOPMENT CURRENT STATE AND FUTURE OPPORTUNITIES IN STRATEGIC MANAGEMENT THE STRATEGIC MANAGEMENT FIELD NOW A VIBRANT ARENA THAT OFFERS VALUABLE KNOWLEDGE FOR MANAGERIAL PRACTICE HAS EXPERIENCED SIGNIFICANT GROWTH IN THE MORE THAN FORTY YEARS SINCE ITS INCEPTION AND UNTIL NOW THERE HAS NOT BEEN A BOOK THAT CAPTURED THE RICH BREADTH AND DEPTH OF KNOWLEDGE OF THE DISCIPLINE WHILE ALSO LOOKING TO THE FUTURE STRATEGIC MANAGEMENT PROVIDES A CRITICAL OVERVIEW OF THE PRIOR DEVELOPMENT CURRENT STATE AND FUTURE OPPORTUNITIES IN THE STRATEGIC MANAGEMENT FIELD EDITORS IRENE M DUHAIME MICHAEL A HITT AND MARJORIE A LYLES BRING TOGETHER AN EXCEPTIONAL GROUP OF SCHOLARS TO EXPLORE SPECIALIZED TOPICS SUCH AS CORPORATE STRATEGY STRATEGIC ENTREPRENEURSHIP COOPERATIVE STRATEGIES GLOBAL STRATEGY STRATEGIC LEADERSHIP GOVERNANCE INNOVATION STRATEGY PROCESS AND STRATEGY PRACTICE AND STRATEGIC HUMAN CAPITAL THE BOOK FOCUSES HEAVILY ON THE FUTURE DEVELOPMENTS AND RESEARCH OPPORTUNITIES AVAILABLE IN THE FIELD WHILE ALSO PROVIDING A SOLID BASE OF KNOWLEDGE FOR UNDERSTANDING STRATEGIC MANAGEMENT AS A WHOLE WITH ARTICLES FROM MAJOR LEADERS IN THE FIELD THIS AUTHORITATIVE VOLUME WILL BE USEFUL TO EVERY STRATEGIC MANAGEMENT SCHOLAR

MILLER CLEARLY TAKES A STAND THE TEXT EMPHASIZES DEVELOPING A COMPETITIVE ADVANTAGE FOR THE PURPOSE OF ACHIEVING SUPERIOR FINANCIAL PERFORMANCE THIS CENTRAL FOCUS FORMS AN INTEGRATING THEME DEMONSTRATED FROM THE START BY THE ARCHITECTURE OF STRATEGY FRAMEWORK THE NATURE OF STRATEGIC MANAGEMENT IS CHANGING IN SUCH A WAY THAT ALL MANAGERS REGARDLESS OF ORGANIZATIONAL LEVEL OR FUNCTIONAL SPECIALTY ARE BECOMING MORE INVOLVED IN HELPING FORMULATE AND IMPLEMENT STRATEGIES FOR THE ENTIRE BUSINESS EVERY CASE WAS SELECTED BECAUSE IT ILLUSTRATES THIS CONCEPT IN PRACTICE

A PRACTICAL EPUB GUIDE TO IMPROVING YOUR STRATEGIC MANAGEMENT SKILLS WHICH WILL GIVE YOU THE

INFORMATION AND SKILLS TO SUCCEED FIND OUT HOW TO IMPROVE YOUR STRATEGIC MANAGEMENT SKILLS BY LEARNING TO SET BOUNDARIES AND TEST AND COMMUNICATE YOUR STRATEGY YOU LL LEARN TO ANALYZE YOUR POSITION UNDERSTAND YOUR SKILLS AND DEFINE YOUR STRATEGY TIPS DOS AND DON TS AND IN FOCUS FEATURES ON WHAT TO DO IN A PARTICULAR SITUATION PLUS REAL LIFE CASE STUDIES DEMONSTRATE KEY SKILLS SUCH AS HOW TO PLAN FOR CHANGE ASSESS THE RISKS AND MONITOR PERFORMANCE READ IT COVER TO COVER OR DIP IN AND OUT OF TOPICS FOR QUICK REFERENCE HANDY TIPS IN A POCKET SIZED FORMAT TAKE IT WHEREVER YOUR WORK TAKES YOU

THIS IS A STRATEGY BOOK WHICH FOCUSES ON HOW MAKING WINNING MOVES IS DEPENDENT UPON FINDING PROFITABLE PATTERNS THAT REPEATEDLY MEET CUSTOMER DEMANDS FOR SOLUTIONS WHERE MANY STRATEGY BOOKS HAVE LOST SIGHT OF THE PURPOSE OF STRATEGY AND FALL TO SHOW HOW DECISIONS ACTUALLY AFFECT BUSINESS PERFORMANCE AND ULTIMATELY OUTCOMES MANAGEMENT STRATEGY FOCUSES ON THE TYPES OF ANALYSES THE INDUSTRY ENVIRONMENT AND A COMPANY S INTERNAL RESOURCES REQUIRE TO MAKE EFFECTIVE STRATEGIC MOVES DEMONSTRATES HOW STRATEGY IMPACTS AN ORGANIZATION S POSITION IN COMPARISON TO ITS COMPETITORS BOTH IN TERMS OF THE COST AND HORIZONTAL INTEGRATION AS WELL AS ITS GLOBAL VERSUS DOMESTIC REACH THE RESULTS OF ANALYZING AN ORGANIZATION ALSO DETERMINE THE EXTENT TO WHICH IT WILL STRIVE TO BE AN INNOVATOR AS OPPOSED TO BEING A FOLLOWER

THE PRESENT BOOK IS THE MOST AUTHENTIC PRESENTATION OF CONTEMPORARY CONCEPT TOOLS AND APPLICATION OF HUMAN RESOURCE MANAGEMENT ALL THE LATEST DEVELOPMENTS IN THE ARENA HAVE BEEN INCORPORATED IT REMARKABLY DIFFERS FROM THE BOOKS ON THE SUBJECT WRITTEN IN A CONVENTIONAL MANNER AS IT DOES NOT ATTEMPT TO REDISCOVER PERSONNEL MANAGEMENT UNDER THE GARB OF HUMAN RESOURCE MANAGEMENT A SEPARATE CHAPTER ON STRATEGIC HUMAN RESOURCE MANAGEMENT IS THE UNIQUENESS OF THIS BOOK ATTEMPT HAS BEEN MADE TO PROVIDE FOR THE AMBITIOUS STUDENTS AND THE INQUISITIVE SCHOLARS A COMFORTABLE GENUINE AND FIRM GRASP OF KEY CONCEPTS FOR PRACTICAL

APPLICATION OF HUMAN RESOURCE MANAGEMENT TECHNIQUES IN ACTUAL BUSINESS ORGANISATIONS REVIEW QUESTIONS HAVE BEEN PROVIDED AT THE END OF EACH SECTION TO HELP THE STUDENTS PREPARE WELL FOR THE EXAMINATION IN ITS DESCRIPTION OF THE ENTIRE CONCEPTUAL FRAMEWORK OF HUMAN RESOURCE MANAGEMENT CARE HAS BEEN TAKEN TO AVOID JARGONS WHICH USUALLY OBSCURE A WORK OF THIS KIND ANOTHER SPECIALITY OF THE BOOK IS THAT IT CAN BE USED AS A TEXTBOOK BY STUDENTS AND AS HANDBOOK BY HR MANAGERS AND PRACTITIONERS IT WILL BE HIGHLY USEFUL FOR THE STUDENTS OF MBA MHRM MPM MLW MSW IN HRM AND M COM COURSES OF ALL INDIAN UNIVERSITIES

MANY THEORETICAL AS WELL AS PRACTICAL BOOKS ON MANAGEMENT THEORY ANALYZE A RANGE OF SUBJECTS FROM STRATEGIC MANAGEMENT TO BUSINESS STRATEGY COMPETITIVE STRATEGY MARKETING MANAGEMENT STRATEGIC MARKETING ONE TO ONE MARKETING CONSUMER BEHAVIORISM GROWTH STRATEGY FUNCTIONAL STRATEGY AND TECHNOLOGY MANAGEMENT IN ADDITION THERE ARE ALSO MANY HOW TO BOOKS ON STRATEGY FORMULATION BUT NOT MANY BOOKS ON THE TOPIC ARE WRITTEN WITH A STEP BY STEP GUIDE ON MAKING PRACTICAL STRATEGIC MANAGEMENT DECISIONS THE AUTHOR PRESENTS 15 STEPS THAT COMBINE STRATEGY AND MARKETING ASPECTS IN BUSINESS THE STEPS ARE PRESENTED SYSTEMATICALLY AND HOLISTICALLY READERS WILL BE ABLE TO MAINTAIN THE BIG PICTURE PERSPECTIVE WHILE BEING ABLE TO DIVE DEEP INTO EACH STEP THE GUIDE IS NOT WRITTEN FOR IDEAL SITUATIONS IN BUSINESS MUCH ATTENTION IS GIVEN TO BEING AWARE OF MARKET TRENDS BUSINESS COMPETITION AND THE LIMITATIONS OF RESOURCES TO BE ABLE TO APPLY PRACTICAL STRATEGIC THINKING IN BUSINESS

STRATEGIC MANAGEMENT DELIVERS AN INSIGHTFUL CLEAR CONCISE INTRODUCTION TO STRATEGY MANAGEMENT CONCEPTS AND LINKS THESE CONCEPTS TO THE SKILLS AND KNOWLEDGE STUDENTS NEED TO BE SUCCESSFUL IN THE PROFESSIONAL WORLD WRITTEN IN A CONVERSATIONAL HARVARD BUSINESS REVIEW STYLE THIS PRODUCT SPARKS IDEAS FUELS CREATIVE THINKING AND DISCUSSION WHILE ENGAGING STUDENTS VIA CONTEMPORARY EXAMPLES INNOVATIVE WHITEBOARD ANIMATIONS FOR EACH CHAPTER OUTSTANDING AUTHOR PRODUCED CASES UNIQUE STRATEGY TOOL APPLICATIONS WITH ACCOMPANYING ANIMATIONS AND CAREER READINESS APPLICATIONS THROUGH AUTHOR VIDEOS

MANAGEMENT STRATEGY SUSTAINING COMPETITIVE ADVANTAGE 1ST EDITION BY ALFRED MARCUS IS A STRATEGY BOOK WHICH FOCUSES ON HOW MAKING WINNING MOVES IS DEPENDENT UPON FINDING PROFITABLE PATTERNS THAT REPEATEDLY MEET CUSTOMER DEMANDS FOR SOLUTIONS WHERE MANY STRATEGY BOOKS HAVE LOST SIGHT OF THE PURPOSE OF STRATEGY AND FAIL TO SHOW HOW DECISIONS ACTUALLY AFFECT BUSINESS PERFORMANCE AND ULTIMATELY OUTCOMES MANAGEMENT STRATEGY FOCUSES ON THE TYPES OF ANALYSES THE INDUSTRY ENVIRONMENT AND A COMPANY S INTERNAL RESOURCES REQUIRE TO MAKE EFFECTIVE STRATEGIC MOVES IN EIGHT CHAPTERS THIS TEXTBOOK BUILDS UPON THE ANALYSIS PROCESS AND DEMONSTRATES HOW STRATEGY IMPACTS AN ORGANIZATION S POSITION IN COMPARISON TO ITS COMPETITORS BOTH IN TERMS OF THE COST AND QUALITY OF ITS PRODUCTS AND THE SCOPE OF BUSINESSES IN WHICH IT IS INVOLVED VERTICAL AND HORIZONTAL INTEGRATION AS WELL AS ITS GLOBAL VERSUS DOMESTIC REACH THE OUTCOMES THAT COME FROM ANALYZING AN ORGANIZATION ALSO DETERMINE THE EXTENT TO WHICH THE ORGANIZATION WILL STRIVE TO BE AN INNOVATOR AS OPPOSED TO BEING A FOLLOWER

UNDERSTANDING STRATEGIC MANAGEMENT IS THE IDEAL INTRODUCTION TO STRATEGY FOR STUDENTS IN ONE SEMESTER COURSES WHO REQUIRE AN INFORMATIVE YET PRACTICAL APPROACH THE BOOK S FOUR PART STRUCTURE DEFINES THE CONCEPT OF STRATEGY BEFORE USING THE OVERARCHING STRATEGIC FRAMEWORK OF ANALYSIS FORMULATION AND IMPLEMENTATION TO SHOW HOW STRATEGY CAN BE USED TO DEVELOP A SUSTAINABLE COMPETITIVE ADVANTAGE IN BUSINESS MAKING USE OF CHAPTER MAPS AND LEARNING OBJECTIVES TO GUIDE STUDENTS THROUGH THE COMPLEXITIES OF THE SUBJECT THE AUTHOR CONVEYS THE REALITIES OF STRATEGIC MANAGEMENT THROUGH A DIVERSE SELECTION OF INTERNATIONAL AND CONTEMPORARY EXAMPLES STRATEGY IN FOCUS BOXES USE EXAMPLES FROM POPULAR MEDIA TO SHOW HOW STRATEGIC MANAGEMENT ISSUES APPEAR IN THE HEADLINES WE READ EVERY DAY A LONGER INTEGRATED CASE EXAMPLE CLOSES EVERY CHAPTER TYING IN MULTIPLE STRATEGIC CHALLENGES THAT AFFECT BUSINESSES OF ALL KINDS REVIEW AND DISCUSSION QUESTIONS THEN ENCOURAGE STUDENTS TO BE CRITICAL OF THE MATERIAL AND TO EVALUATE ITS STRENGTHS AND WEAKNESSES STUDENTS MAY EXTEND THEIR LEARNING WITH ADDITIONAL MATERIAL AVAILABLE IN THE ONLINE RESOURCES WRITTEN BY THE

AUTHOR EXTENSION MATERIAL IS BROKEN UP BY CHAPTER UNIQUE WORKING THROUGH STRATEGY MATERIALS GIVE STUDENTS OPPORTUNITIES TO PRACTICE ESSENTIAL TECHNIQUES SUCH AS PEST ANALYSIS AND SCENARIO PLANNING ONLINE RESOURCES FOR STUDENTS INTERNET EXERCISES GLOSSARY EXTENSION MATERIAL WORKING THROUGH STRATEGY MULTIPLE CHOICE QUESTIONS ADDITIONAL RECOMMENDED RESOURCES FOR LECTURERS TEST BANK FURTHER CASE MATERIAL ANSWERS TO DISCUSSION QUESTIONS POWERPOINT SLIDES FIGURES AND TABLES FROM THE BOOK

THE PREMISE OF THIS VOLUME IS THAT THE COMPLEX SOCIAL PROCESSES THAT ANIMATE STRATEGIC DECISIONS INVOLVE NOT ONLY TOP LEVEL EXECUTIVES BUT ALSO MIDDLE MANAGERS DISTRIBUTED THROUGHOUT THE ORGANIZATION DESIGNED FOR DOCTORAL STUDENTS AND OTHERS INTERESTED IN MIDDLE MANAGERS AND STRATEGY PROCESS THE HANDBOOK INTEGRATES THE THREADS OF SCHOLARLY WORK IN THIS DOMAIN AND CHARTS A COURSE FOR FUTURE RESEARCH CHAPTERS ARE WRITTEN BOTH BY SCHOLARS WHO HAVE PAVED THE WAY FOR THE MIDDLE MANAGEMENT PERSPECTIVE AND SCHOLARS WHO HAVE DONE RECENT CUTTING EDGE RESEARCH FROM THIS POINT OF VIEW

CONTEMPORARY RESEARCH IN STRATEGIC MANAGEMENT WITH AN EMPHASIS ON CONCEPTUAL TOOLS AND SKILLS CREATED BY SCHOLARS AND PRACTITIONERS IN THE FIELD ARE EVIDENT THROUGHOUT THIS 11 CHAPTER BOOK PEARCE AND ROBINSON S STRATEGIC MANAGEMENT RETAINS ITS HIGH LEVEL OF ACADEMIC CREDIBILITY AND ITS MARKET LEADING EMPHASIS ON STRATEGIC PRACTICE IT CONTINUES TO HAVE STRONG SUPPORT FROM LONGTIME ADOPTERS AND GROWING SUPPORT IN SCHOOLS WITH A DESIRE TO PROVIDE STRAIGHTFORWARD TREATMENT OF STRATEGIC MANAGEMENT WITH A PRACTICAL SYSTEMATIC APPROACH THE 8TH EDITION WILL CONTINUE ITS STRATEGIC ALLIANCE WITH BUSINESS WEEK WHICH WILL BE SEEN IN CASES ILLUSTRATION CAPSULES AND WOVEN INTO THE TEXT THE TEXT AND CASES WILL INCLUDE NUMEROUS BUSINESS WEEK SHORT CASES AND A WIDE ASSORTMENT OF TRADITIONAL LONGER STRATEGIC MANAGEMENT CASES PEARCE AND ROBINSON WILL CONTINUE TO USE A UNIQUE PEDAGOGICAL MODEL CREATED BY THE AUTHORS TO PROVIDE LOGIC AND STRUCTURE TO ITS TREATMENT OF STRATEGIC MANAGEMENT WHICH IN TURN MAKES THE MATERIAL MORE EASILY ORGANIZED BY THE INSTRUCTOR AND

LEARNED BY THE STUDENT

MANY THEORETICAL AS WELL AS PRACTICAL BOOKS ON MANAGEMENT THEORY ANALYZE A RANGE OF SUBJECTS FROM STRATEGIC MANAGEMENT TO BUSINESS STRATEGY COMPETITIVE STRATEGY MARKETING MANAGEMENT STRATEGIC MARKETING ONE TO ONE MARKETING CONSUMER BEHAVIORISM GROWTH STRATEGY FUNCTIONAL STRATEGY AND TECHNOLOGY MANAGEMENT IN ADDITION THERE ARE ALSO MANY HOW TO BOOKS ON STRATEGY FORMULATION BUT NOT MANY BOOKS ON THE TOPIC ARE WRITTEN WITH A STEP BY STEP GUIDE ON MAKING PRACTICAL STRATEGIC MANAGEMENT DECISIONS THE AUTHOR PRESENTS 15 STEPS THAT COMBINE STRATEGY AND MARKETING ASPECTS IN BUSINESS THE STEPS ARE PRESENTED SYSTEMATICALLY AND HOLISTICALLY READERS WILL BE ABLE TO MAINTAIN THE BIG PICTURE PERSPECTIVE WHILE BEING ABLE TO DIVE DEEP INTO EACH STEP THE GUIDE IS NOT WRITTEN FOR IDEAL SITUATIONS IN BUSINESS MUCH ATTENTION IS GIVEN TO BEING AWARE OF MARKET TRENDS BUSINESS COMPETITION AND THE LIMITATIONS OF RESOURCES TO BE ABLE TO APPLY PRACTICAL STRATEGIC THINKING IN BUSINESS

INTENDED AS AN INTRODUCTION TO THE THEORY AND PRACTICE OF STRATEGIC MANAGEMENT THIS BOOK AIMS TO ENABLE THE READER TO IDENTIFY AND MAKE CONNECTIONS BETWEEN THE KEY FEATURES AND THE ISSUES AND CHOICES THAT ARISE FROM THEM

THE STANDOUT FEATURES OF THIS EDITION OF ESSENTIALS OF STRATEGIC MANAGEMENT ARE ITS CONCISELY WRITTEN AND ROBUST COVERAGE OF STRATEGIC MANAGEMENT CONCEPTS AND ITS COMPELLING COLLECTION OF CASES THE TEXT PRESENTS A CONCEPTUALLY STRONG TREATMENT OF STRATEGIC MANAGEMENT PRINCIPLES AND ANALYTIC APPROACHES THAT FEATURES STRAIGHT TO THE POINT DISCUSSIONS TIMELY EXAMPLES AND A WRITING STYLE THAT CAPTURES THE INTEREST OF STUDENTS WHILE THIS EDITION RETAINS THE 10 CHAPTER STRUCTURE OF THE PRIOR EDITION EVERY CHAPTER HAS BEEN REEXAMINED REFINED AND REFRESHED

STRATEGIC MANAGEMENT IN THE ARTS LOOKS AT THE UNIQUE CHARACTERISTICS OF ORGANISATIONS IN THE
ARTS AND CULTURE SECTOR AND SHOWS READERS HOW TO TAILOR A STRATEGIC PLAN TO HELP THESE

DIVERSE ORGANIZATIONS MEET THEIR OBJECTIVES STRATEGIC MANAGEMENT IS AN ESSENTIAL ELEMENT THAT DRIVES AN ORGANISATION S SUCCESS YET MANY CULTURAL ORGANIZATIONS HAVE YET TO APPLY STRATEGIC THINKING AND ENTREPRENEURIAL ACTIONS WITHIN THE MANAGEMENT FUNCTION VARBANOVA REVIEWS THE EXISTING THEORIES AND MODELS OF STRATEGIC MANAGEMENT AND THEN RELATES THESE SPECIFICALLY TO CULTURAL ORGANISATIONS ALSO INCLUDED ARE SECTIONS ON ENTREPRENEURSHIP AND INNOVATIONS IN THE ARTS CONSIDERING THE CONCEPT OF A LEARNING ORGANISATION AN ORGANISATION ABLE TO ADAPT ITS STRATEGY WITHIN A CONSTANTLY CHANGING COMPLEX ENVIRONMENT THE BOOK IS STRUCTURED TO WALK THE READER THROUGH EACH ELEMENT OF THE STRATEGIC PLAN SYSTEMATICALLY WITH A FRESH APPROACH KEY QUESTIONS EXAMPLES INTERNATIONAL CASES TO CONNECT THEORY WITH PRACTICE AND SUGGESTIONS FOR FURTHER READING THIS BOOK IS DESIGNED TO ACCOMPANY CLASSES ON STRATEGIC PLANNING CULTURAL MANAGEMENT OR ARTS MANAGEMENT

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