



# Building Brand Identity: A Strategy for Success in a Hostile Marketplace

*Lynn B. Upshaw*

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Using a practical analytical approach, this timely work presents information and insights on the daily challenges brand managers face. Divided into two sections, the first emphasizes the need to understand customers and the current brand's assets before proceeding to refashion the brand's positioning and personality. The second half presents a detailed look at the practicalities of branding in today's tough market conditions along with an in-depth description and analysis of six major brands which have succeeded in creating strong identities. Includes hundreds of actual, up-to-the-minute examples.

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