

Rodriguez, top graduate from BPP University, with Scholarship to enter the CMMP designation





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EDITORIAL TEAM:

Editor: Sandra Pedro French Editor: Maryam Eloraiby Author Contributor: Caroline Berryman Graphic Designer: Jordan Do Rego The International Institute of Marketing Professionals (IIMP®) honoured Gina Rodriguez with IIMP Collegiate Scholarship to enter Certified Marketing Management Professional (CMMP®) for graduating at the highest position in the IIMP accredited, MSc International Marketing degree program.

Gina Paola Rodriguez is from Colombia. She immigrated to England

in 2009, where she went from a part time nanny to pursue a professional career in Marketing. In 2013, she completed a Master's degree in Business Administration with emphasis in Marketing. In July 2015, she earned two awards in Strategic Direction, Strategic Management & Leadership awarded by the Chartered Management Institute (CMI), a Royal Charter professional body in the UK.

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DIGITAL ECONOMY

Digital Economy is Increasing in Competiveness and Value

Asia-Pacific emerging markets are fast moving. Europe loses steam i digital economy growth. Editorial—By Sandra Pedro, Editor-in-Chief



IIMP partner to launch MarketingWorldJobs.com

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IIMP Appoints Asli Kuscu as the Editor-in-Chief of MWR

The International Institute of Marketing Professionals (IIMP®) appoints Asli Kuscu as the Editor-in-Chief to lead the editorial team in order to launch the MarketingWorld Review magazine for marketing practitioners around the world.



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Editorial—Digital Economy is Increasing in Competiveness and Value

By Sandra Pedro - MSc Communication Science, Editor-in-Chief

The growing roll of the digital technologies has great impact in your daily life, in your society, business and economy. It is the single most important driver of innovation, competitiveness and growth in the world. And most of us - common citizens -

haven't realized it yet, particularly in a context of rapid change.

The budding innovation and competitiveness driven by the digital economy has changed business dramatically. It contributes to economic growth and job creation, namely small and medium-sized enterprises (SMEs). Silicon Valley became a symbol of that digital revolution, where IT companies found the perfect environment to thrive. Other digital markets are escalating.



Asia-Pacific emerging markets are fast moving

Harvard Business Review published an article on where-the-digital-economy-is-moving-the-fastest. The rhythm of the Asia-Pacific emerging markets is higher than others, such as US or Europe, due to the rapidly expanding online and mobile users in those markets. According to eMarketer's, in 2014, consumers in Asia-Pacific spent more on e-commerce purchases than those in North America, making it the largest regional e-commerce market in the world. Forecasts point to an increasing demand in China (2016, will overtake US in spending), as well as Indonesia and India, along with other countries such as Argentina, Mexico, Brazil, Russia, Italy and Canada.

Europe loses steam in digital economy growth

Even so, the digital economy is not being fully exploited in other parts of the world, such as Europe, as admitted by the European Commission. By 2016, the number of people connected to the Internet will exceed three billion – almost half of the world population. In Europe, 41% of enterprises are non-digital and only two percent take full advantage of digital opportunities. New digital innovations create new business opportunities. Youth unemployment has been an increasing reality over the last years and the digital economy is a flourishing environment for job creation.

The EU admits that this scenario is far from Europe, when compared with US. Over the last five years, in the US, the development of mobile applications alone has created nearly 500,000 new jobs. On the other side of the Atlantic Ocean, it is estimated that 1.5 million jobs could be created in the EU digital economy. I believe that the Internet of Things will be a growth driver in the near future. But that is a subject to write about in the next issue.

L'Economie Numérique s'accroit en Compétitivité et en Valeur

Le rôle croissant des technologies numériques a un grand impact sur la vie quotidienne, la société, les affaires et l'économie. C'est le seul facteur le plus important dans l'innovation, la compétitivité et la croissance dans le monde. Et la plupart d'entre nous - en tant que citoyens ordinaires - ne s'y rendent pas compte, en particulier dans un contexte de changement rapide.

L'innovation et la compétitivité entrainées par l'économie numérique ont changé le monde des affaires de façon spectaculaire, ce qui contribue à la croissance économique et la création d'emplois, notamment les petites et moyennes entreprises (PME). Silicon Valley est devenu un symbole de la révolution numérique, où les entreprises de TI ont trouvé un environnement idéal pour prospérer. D'autres marchés numériques évoluent.

Les marchés émergents de l'Asie-Pacifique sont en mouvement rapide

La Harvard Business Review a publié un article sur where-the-digital-economy-is-moving-the-fastest. Le rythme des marchés émergents de l'Asie-Pacifique est plus élevé que d'autres, tels que les États-Unis ou l'Europe, en raison de l'expansion rapide en ligne et des utilisateurs mobiles dans ces marchés. Selon le eMarketer, en 2014, les consommateurs en Asie-Pacifique ont dépensé plus sur les achats en commerce électronique que ceux en Amérique du Nord, ce qui en fait le plus grand marché régional du e-commerce dans le monde. Les prévisions indiquent une augmentation de la demande en Chine (en 2016, la Chine dépassera les États-Unis dans les dépenses), ainsi que l'Indonésie et l'Inde, avec d'autres pays tels que l'Argentine, le Mexique, le Brésil, la Russie, l'Italie et le Canada

L'Europe perd de la vitesse dans la croissance de l'économie numérique

Même ainsi, l'économie numérique n'est pas pleinement exploitée dans d'autres parties du monde, tel que l'Europe, comme l'a admis la Commission Européenne. En 2016, le nombre de personnes connectées à Internet va dépasser trois milliards - presque la moitié de la population mondiale. En Europe, 41% des entreprises sont non-numériques et seulement deux pour cent profitent pleinement des possibilités numériques. Les nouvelles innovations numériques créent de nouvelles opportunités commerciales. Le chômage des jeunes a été une réalité croissante au cours des dernières années et l'économie numérique est un environnement florissant pour la création d'emplois.

L'UE admet que ce scénario est loin de l'Europe en comparaison avec les États-Unis. Au cours des cinq dernières années, aux États-Unis, rien que le développement des applications mobiles a créé près de 500 000 nouveaux emplois. De l'autre côté de l'océan Atlantique, on estime que 1,5 millions d'emplois pourraient être créés dans l'économie numérique de l'UE. J'estime que l'Internet des Objects sera un relais de croissance dans le proche avenir. Mais c'est un sujet sur lequel il faudrait écrire dans le prochain numéro.



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Gina Rodriguez becomes a top graduate at BPP University and receives IIMP Scholarship to enter CMMP designation

The International Institute of Marketing Professionals (IIMP®) honoured Gina Rodriguez with IIMP Collegiate Scholarship to enter Certified Marketing Management Professional (CMMP®) for graduating at the highest position in the IIMP accredited, MSc International Marketing degree program.

Gina Paola Rodriguez is from Colombia. She immigrated to England in 2009, where she went from a part time nanny to pursue a professional career in Marketing. In 2013, she completed a Master's degree in Business Administration with emphasis in Marketing. In July 2015, she earned two awards in Strategic Direction, Strategic Management & Leadership awarded by the Chartered Management Institute (CMI), a Royal Charter professional body in the UK. She has just completed the IIMP® Accredited, MSc International Marketing course top of the class, with distinction. She has been a model student throughout, combining academic ability with commercial acumen.

In recognition of her academic success, BPP will present her with an 'Outstanding Performance' award at the Graduation ceremony, an academic achievement prize awarded to the student with the highest final grade on an MSc programme. She has also been selected to receive the 'Highest Performing Professional' award at Guildhall, London, an academic achievement prize which will be awarded to the best performing student at each BPP campus.

Gina Rodriguez is now an aspiring entrepreneur, Digital Marketing Consultant, Social Media & Email Marketing Specialist, and on her way to become a Business Idea Generation Coach.

Nisar Butt, President and Chief Executive Officer of IIMP®, said: "It is a pleasure to grant a scholarship to enter CMMP® designation to top students. Todays' challenges imposed to marketing professionals are greater then ever and continuous knowledge update is crucial for professional success. Ms. Gina Paola Rodriguez shows strong commitment with her professional career in marketing. We – at IIMP® - wish all the best on her professional path and welcome to CMMP® designation program."

Gina Paola Rodriguez MBA, MSc, Recent Graduate, said: "As an aspiring entrepreneur and marketer I am always seeking opportunities. Therefore, I am very pleased to be presented with the scholarship that will facilitate my entrance to the CMMP designation programme.

The appointment of BPP University as the first accredited Educational Institution in the United Kingdom to offer an MSc International Marketing degree programme is such a big accomplishment.

I strongly believe that BPP University graduates will benefit from the value that the CMMP® designation will add to their profession by preparing them for the challenges, both in the present and in the future of a complex and demanding world. Besides, I believe the scholarship offered to top graduates is the first step in recognising the hard work of a few students like me, who are prepared to go the extra mile not only to complete their academic programme but to be successful in their professional lives."



Hassan Jaber, Chairperson Conference and Awards committee of IIMP®, said: "Our strategic approach in honouring highly qualified students shall continue to position IIMP as preferred Strategic Global Partner to highly ranked educational institutes and multinational companies on the first hand,

On the second had this shall allow our students to explore various hot topics in the marketing era through world class designation programs like CMMP®. Our entire team at conference and awards committee at IIMP®, wish Ms. Gina Paola Rodriguez the best in her professional career and welcome to CMMP®."





Call for Papers for MarketingWorld Review

MarketingWorld Review Magazine First Issue on the "NEXT PRACTICES IN THE ERA OF CONNECTED MARKETING"

Guest Editor: Dr. Mohan Agarwal
American University in the Emirates
E-mail: mohan.agarwal@aue.ae



The International Institute of Marketing Professionals (IIMP) publishes the quarterly magazine "MarketingWorld Review" to advance marketing professionals' knowledge of worldwide industry changes, to provide practical solutions of their problems, and to keep them informed about the current informational and technological tools available to achieve marketing efficiency and effectiveness. Marketing professionals find relevant and timely content in every issue to maximize strategic and tactical business performance.

The Editor-in-Chief of MarketingWorld Review invites practitioners, consultants, and academics to submit pieces worthy of contribution to the theory and practice of marketing for its initial issue themed as "Next Practices in the Era of Connected Marketing."

The latest technological developments such as social media, online communities, or social networks have all transformed markets and marketing. In this new era, which demands changing classical practices, customers and companies are both empowered with many capabilities such as easy access to information or ability of multi-way communication. Within this broader networked customer-company relationships, customers are actively engaging with the companies in every aspect and have an influence on marketing decisions at an increased level. However, both scholars and practitioners also address potential risks and challenges that companies face associated with this new era of connected marketing.

The initial issue of the MarketingWorld Review will focus on the latest thinking, principles, and best practices on the field of marketing, that reflects the challenges and opportunities in a digitally-empowered and connected world. We welcome submissions which may be case studies, market analyses, interviews, and research papers employing a range of theoretical and methodological approaches and which provide future research directions and in-depth strategic marketing implications for today's marketers.

The deadline for initial submission to the first issue is October 30, 2015. The review process will feature a maximum of two rounds and final decisions will be made before November 28, 2015 with an anticipated publication date of January 2016.

Authors are referred to the MarketingWorld Review Author Guidelines in the preparation of their manuscripts at http://www.theiimp.org/magazine/ or at http://www.theiimp.org/PDF/MWR-GUIDELINES.pdf.

Submissions are to be made to magazine@theiimp.org.

Asli Kuscu Editor-in-Chief MarketingWorld Review



IIMP partners to launch MarketingWorldJobs.com to facilitate marketing community globally

The International Institute of Marketing Professionals (IIMP®) announces a partnership with the NextGen Interactive Media to launch and support the MarketingWorldJobs.com, a job portal, to facilitate marketing community around the globe for easy access to relevant jobs for career advancement.

The MarketingWorldJobs.com will host a job bank for employers and relevant agencies to add and update new job postings on the portal. The jobseekers will be allowed to submit the resume and profiles to the data bank and receive job alerts for matching listings.

The job portal is exclusively designed to in-take only marketing related em-

ployment postings. It is being launched with accessibility from over 200 countries in order to build a large global job bank that will service local national and international markets.



Nisar Butt, President & Chief Executive Officer of IIMP®, said: "We are excited to be part of a comprehensive job portal

service that will provide an appropriate platform to employers and simultaneously a great opportunity to marketing professionals for advancing their careers." Visit the job portal at: www.MarketingWorldJobs.com

NextGen Interactive Media:



The NextGen Interactive Media has launched the Marketing-WorldJobs.com site. The NextGen is an

industry leader, dedicated in publishing innovative, informative and quality web sites and publications (in-print) which are profoundly focused on specific niche markets.

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Asli Kuscu, PhD (Marketing) Candidate Editor-in-Chief



Atif Hafeez Malik Co-Editor Design and Graphics



Prof. Dr. Mohan Lal Agarwal Executive Advisory Board Member



Dr. Aftab Alam Executive Advisory Board Member



Dr. Detlev Remy Section Editor for Marketing Analysis



Stephanie McCredie Co-Editor, Proofreading & Copy-Editing



Prof. Dr. Robert Dratwa Executive Advisory Board Member



Hassan Jaber, CMMP Review Board Member



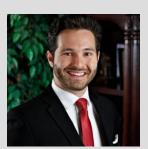
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Patricia Mallam Co-Editor, Communications









IIMP® Appoints Asli Kuscu as the Editor-in-Chief to launch the MarketingWorld Review magazine

The International Institute of Marketing Professionals (IIMP®) has recently appointed Asli Kuscu as the Editor-in-Chief to lead the editorial team in order to launch the MarketingWorld Review magazine for marketing practitioners around the world.

The MarketingWorld Review is expected to be launched in January 2016 and will be published quarterly with the aim to advance marketing professionals' knowledge of worldwide industry changes, to provide practical solutions of their problems and to keep them informed about the current informational and technological tools available to achieve marketing efficiency and effectiveness.



The publication will cover all aspects of marketing, such as B2B and B2C,

branding, sales management, advertising and promotion, strategy, and supply chain management, as well as factors driving marketing ranging from Social Media to innovation and technology to globalization. Marketing-World Review will deliver high-quality contents in the form of qualitative and quantitative articles that test, extend, or build theory and contribute to practice, as well as case studies, interviews, and market analyses from all sectors.

Marketing professionals will find rele-



vant and timely content in every issue to maximize strategic and tactical business performance.

Nisar Butt, President and Chief Executive Officer of IIMP, said: "Pursuing one of the key objectives of the IIMP, I am pleased to see that we will be able to roll out a credible periodical for marketing practitioners around the world. I commend deep dedication and profound contribution of the Editor-in-Chief and the rest of the editorial team for their stunning achievements. Having such a capable team will ensure our focus on publishing quality contents."

Asli Kuscu, Editor-in-Chief, Marketing-World Review, said: "It is a pleasure for me to be part of the IIMP and MarketingWorld Review Magazine. I look forward to collaborate with all the



team members to publish the first issue of MarketingWorld Review as the IIMP's newest high quality publication targeting marketing professionals. I am confident that the whole team will bring their dedication and knowledge with them to create a high standard magazine."

MARKETINGWORLD REVIEW

Join editorial team or submit your article for publishing: www.theiimp.org/magazine





CMMP® Designation Holder

CERTIFIED MARKETING MANAGEMENT PROFESSIONAL

Mohammad Aman Ullah Aman, BBA, CMMP **Business Development Manager Roxy Paints Limited** Dhaka, Bangladesh

"I express my utmost happiness having Manager CMMP designation and getting involvement with the biggest international marketing community IIMP. I strongly believes that this

association will help me to become a successful marketer in the world".

Mohammad Aman Ullah Aman has achieved the Manager CMMP designation by IIMP. He successfully accomplished the Manager CMMP program with Upper High Distinction. He is a Bangladeshi by nation. Currently he is working a Business Development Manager in a renowned paint manufacturing company in Bangladesh and doing excellent.





















IIMP Team Profiles



Hassan Jaber, DMP, CMMP
Chair, Conference and Awards Committee



Hassan Jaber helps companies derive product marketing strategies and execute product development tactics. Energetic and intuitive marketing strategist with exceptional leadership and communication skills. Proven ability to identify opportunities and deliver effective strategies to generate results. Experienced in strategic marketing planning, ,business development and product development. Adept in online and traditional marketing, and

highly skilled in deriving end to end product marketing strategies.

Hassan has around 10 years of experience mainly within telecom field, currently he is working as a product marketing advisor for one of the leading telecom companies in MEA region, developing business plans for new business opportunities (including new products, new markets, new channels), in addition to Identify, evaluate and consult on product launch and enhancement plans/ revamp tactics. On parallel Hassan has done several freelancing projects, the recent were with one of Toronto's SMB companies as strategy advisor to the marketing team and synthesizing overall product strategy by analyzing a wide variety of solutions, selecting the most relevant tools/ techniques to meet specific company requirement (business cases, financial analysis, pricing models).

Earlier in 2015, Hassan participated in one of Harvard's interesting program (Manage Mentor program) and were certified in the areas including Strategic Thinking, Strategy Execution, Project Management, Process Improvement and Finance Essentials. In addition to other certifications in different areas, Hassan accomplished with international institutes.





With over 22 years of Telco related Service Development and Management expertise, Mohammed has developed deep strategic and operational knowledge of the IT and telecommunication industries.

Specializing in go-to-market and commercial strategies, he has leveraged his distinctive analytical and management skills and his academic background as a master degree in IT, to excel in a fast-paced and performance-

oriented work place in the areas of marketing strategies, and business planning and a wide range of enterprise business solution development.



Dr. Tiffany Jordan
Co-Chair, Conference and Awards Committee



Chair of International Business and Professor in the MBA and DBA Programs (International Marketing), Keiser University Graduate School, Florida, USA.

Dr. Jordan grew up in London and the USA; Lived in the Middle East, South America, and the Caribbean, and traveled throughout those regions. Her teaching interests: International Business, International Marketing, Interna-

tional Trade, International Human Resources Management, and Cross-Cultural Issues; develops curriculum and syllabi; liaise with Admissions and Registration; strategic planning and convocation; advisory committees; writes and publishes articles in peer reviewed journals. Prior to higher education, she was in human resources management and Chair of Faculty Hiring Committee. Memberships: Management and marketing committees.

Credentials/Education:

- Doctor of Business Administration, International Business and Management
- MBA, Human Resources management; MBA, Marketing
- Bachelor of Business Administration
- Credits: 32 in Higher Education Administration post doctoral
- 7 Courses in Homeland Security from US Naval Academy US Department of State







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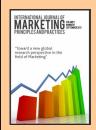
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- International Journal of Marketing Principles and Practices
- MarketingWorld Review Magazine

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