

## **Building Brands in Asia: From the Inside Out**

Tim Andrews, Wilson Chew



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In a global business environment characterized by volatility and change, the formation of enduring relationships with consumers is paramount, but also notoriously difficult. Developing a unique brand personality is increasingly recognized as a key method to achieving the goal of customer loyalty.

Focusing on the creation, development and management of brands in the world's most dynamic, diverse and challenging business environment, *Building Brands in Asia* challenges the assumption that the continuing success of global brands in Asia is a given. The first part examines the challenge multinational corporations face in balancing brand consistency with local effectiveness. In the second part, attention shifts to Asian company brands, where the focus on branding has been relatively muted until now.

Through a variety of sector and country contexts – from facilities management to football clubs, places to pop bands, home appliances to home weaving - we narrate simply and clearly the value, meaning, auditing, aligning, extending and architecture of brands from the likes of Haier, Ah Yee Taung, Axis Bank, OCS, Caltex, Manchester United and Thai Airways in markets as diverse as Japan, Laos, Korea and Singapore. Replete with anecdotes, interviews and case studies, Andrews and Chew provide an insightful, detailed and timely examination for all those interested in today's primary corporate preoccupation set in the world's most exciting marketplace.

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