



# Strategies for High-Tech Firms: Marketing, Economic, and Legal Issues

*P.M. Rao, Joseph A. Klein*

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This is the first book to present marketing strategy of high-tech products and services in a legal, economic, and global context. From software to hardware, from pharmaceuticals to digital movies and TV, the authors argue that the understanding of intellectual property rights (IPRs) is essential to devising effective marketing strategies.

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