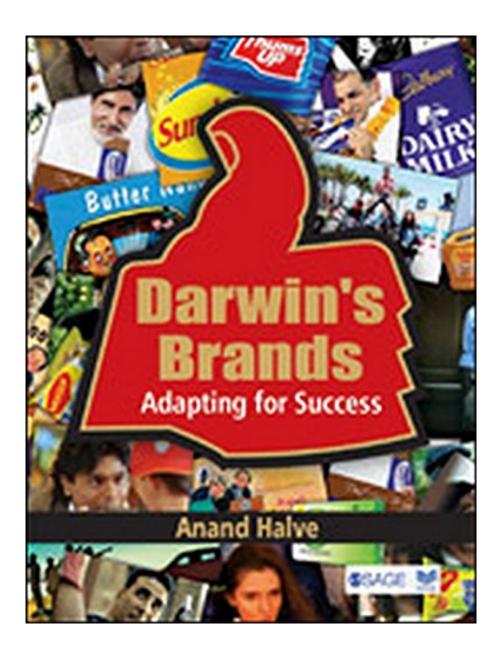


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#### Review

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Anand Halve is one of the best marketing thinkers in India today. Darwin's Brands adds to his stature. Halve analyses how these brands (that defined the Indian market over four decades) were constructed for Indian conditions and ... how they changed with the times, the country and the consumer. Sanjay Badhe, Businessworld

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About the Author

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Darwin's Brands traces the evolution of some of the most notable brands in the Indian marketplace by looking at the interplay of forces that created the environment in which they operated and the strategies they adopted. In a vibrant economy like India?where competition from novel and captivating launches is relentless; where customers' preferences change rapidly?these winning brands have shown resilience and the ability to identify and seize opportunities. Author Anand Halve proves the point that it is the capacity to adapt to changes and formulate effective strategies that determines who survives in the hyper-competitive marketplace of today.

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0 of 0 people found the following review helpful. A lovely compilation of Indian brands By Deepak 'Chuck' Gopalakrishnan

(I bought this book in India, from Flipkart. While it's a great book, the \$37 Amazon price is ridiculous.)

With plenty of international brand case studies, what was really missing was a study on Indian brands. This is a good showcase by one of the leading writers in the space.

Thoroughly enjoyable with plenty of little 'stories' (especially the one on how Taste The Thunder came about or how Verghese Kurien stuck behind Da Cunha Communications), it tracks stories of iconic Indian brands like Thums Up, Hero, AirTel, Maruti and many more.

Probably a must-read if you're in the marketing-advertising space in India, a very decent read even otherwise.

Only downsides? The last few brands (Femina, Airtel) seemed a little rush to me, there weren't as many 'stories' or themes of adaptability as in the case of the previous brands, and they somehow seemed to me to be a bit of a 'filler'.

I'd have also loved to see some 'less obvious' brands, perhaps a Bisleri, and perhaps a small section on Indian brands that have failed (Onida Candy, the killing of Kelvinator, etc). That would have probably made the book complete and provided a complete learning. But perhaps, that's something that Halve has in store for us in Part 2.

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