

BAH University
Faculty Business School
Wintersemester 2022/23
Marketing Principles and Processes (MKT 101)

Unit: Sales Development

Session 10: The Salesperson's Role

Strategically harness/leveraging strengths and focused advertising/campaigns to either to satisfy the target market's (responding to the individual/collective) marketing objectives, otherwise the advertising/campaigns have not permeated the market. These are marketing.

Learning

Identifying between Advertising Campaign and Focused Advertising Campaigns:

Dimension	Advertising Campaign	Focused Advertising Campaign
Definition	Advertising campaign is a group of advertising efforts to reach target markets and achieving the desired marketing objectives efficiently and effectively. Advertising is:	Advertising campaign is a group of advertising efforts to reach target markets and achieving the desired marketing objectives efficiently and effectively. Advertising is:
Scope	It is a group of advertising efforts to reach target markets and achieving the desired marketing objectives efficiently and effectively. Advertising is:	It is a group of advertising efforts to reach target markets and achieving the desired marketing objectives efficiently and effectively. Advertising is:
Characteristics	Advertising campaign is a group of advertising efforts to reach target markets and achieving the desired marketing objectives efficiently and effectively. Advertising is:	Advertising campaign is a group of advertising efforts to reach target markets and achieving the desired marketing objectives efficiently and effectively. Advertising is:
Examples	Advertising campaign is a group of advertising efforts to reach target markets and achieving the desired marketing objectives efficiently and effectively. Advertising is:	Advertising campaign is a group of advertising efforts to reach target markets and achieving the desired marketing objectives efficiently and effectively. Advertising is:

Mkt Mid Semester Exam

Michelle Holder

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