

Study Guide 2 Marketing

CHAPTER 4

Jonah Sachs: When you get separated from the front line (you work in corporate) you forget that customers are whole individuals. People are multi dimensional.

Bjorn Lomborg: "If the value equation (what you get over what you give) for electric vehicles was sufficient, people would just buy it" If electric cars are so good, why do we need to subsidize?" HE IS OFF A LITTLE BIT IN HIS CRITIQUE

- The Tesla could be a good value but Attitudes of others, Situational Factors, and Determination, get in the way of people buying it.

What is the general model of customer experience? (lecture and pg 61)

From bottom to top:

- **Need Recognition:** Perceive a need
 - Prompt's customers to find a way to satisfy a need
 - can be internal (buying a bagel is part of your routine) or external (university requires you to get a new laptop)
 - EX.) coming to auburn, needing a transportation to get here
- **Information Search:** Commercial (companies sources, websites ect) vs. Personal (your own internal dialogue, your friends/ family), consideration set (a smaller subgroup of the overall options available that you will actually consider)
 - Customers search their memory first to see if they have experience (information) dealing with the specific need.
 - How you choose to satisfy the need will determine the information you search for
 - Information search begins more broadly and then narrows as the customer refines how to satisfy the need.
 - Customers with lots of experience rely more on information in memory
 - **Three sources of external information: Most credible to least:**
 - **Personal sources:** those with whom you have a personal relationship
 - **Third party information:** External information from sources without a personal tie, but also without brand affiliation.

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Nick Ellis

A red circular graphic with a gradient, appearing as a partial circle or a thick arc, located to the right of the author's name.

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Marketing Information Guide ,1961 **CIM Coursebook 06/07 Strategic Marketing Decisions** Isobel Doole,Robin Lowe,2007-07-11 Elsevier Butterworth Heinemann s 2006 07 CIM Coursebook series offers you the complete package for exam success Fully reviewed by CIM and updated by the examiner the coursebook offers everything you need to keep you on course *CTH - Marketing* BPP Learning Media,2009-07-01 BPP Learning Media is proud to be the official publisher for CTH Our CTH Study Guides provide the perfect tailor made learning resource for the CTH examinations and are also a useful source of reference and information for those planning a career in the hospitality and tourism industries

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Business to Business Marketing Nick Ellis, 2010-11-25 The book provides a comprehensive introduction to the main theoretical and managerial issues of B2B marketing It shows the significance of B2B marketing in modern economies within the complex network of buying and selling relationships between organizations Marketing Research Jan Wiid, Colin Diggines, 2010-06 Written for introductory marketing classes this text explains what information is needed to plan and implement a successful marketing campaign and how to find that data Including details on finding such relevant facts as the size of a potential market the shopping and buying habits of consumers in that market and the competitive and environmental factors that may affect a campaign this primer will guide readers to become savvy marketing managers

Agricultural Education Instructional Materials Ohio State University. Center for Vocational and Technical Education, 1972

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