

FLOTSAM

Unit 1 - Introduction Marketing Strategy Development / Strategic Management Strategy	
What is a marketing strategy?	Marketing Strategy: A plan of action designed to achieve the organization's marketing objectives.
Why is a marketing strategy important?	It provides a clear direction for the organization's marketing efforts, helps to allocate resources effectively, and ensures that the organization is meeting the needs of its target market.
What are the key components of a marketing strategy?	1. Market Analysis: Understanding the market environment, including opportunities and threats. 2. Target Market: Identifying the specific groups of customers the organization wants to serve. 3. Positioning: Determining how the organization wants to be perceived by its target market. 4. Marketing Mix: Developing the specific marketing programs (product, price, place, promotion) to achieve the organization's marketing objectives.
What is a marketing plan?	A detailed document that outlines the organization's marketing strategy and the specific actions that will be taken to implement it.
What is a marketing budget?	A plan of the financial resources that the organization will allocate to its marketing activities.
What is a marketing audit?	A systematic, comprehensive, and periodic examination of the organization's marketing environment, objectives, strategies, and programs.
What is a marketing research?	The process of gathering, analyzing, and interpreting information about a market, about the people who are in the market, and about the buying behavior of these people.
What is a marketing strategy?	A plan of action designed to achieve the organization's marketing objectives.
What is a marketing plan?	A detailed document that outlines the organization's marketing strategy and the specific actions that will be taken to implement it.
What is a marketing budget?	A plan of the financial resources that the organization will allocate to its marketing activities.
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Richard Gentry, Jan McNeel



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