

Business Marketing Principles – Introduction By: Mark Goodwin

Business Marketing is a process that involves identifying and satisfying customer needs profitably.

What is the Marketing Concept? Explain the word MARKETING

1. Organizational culture is Marketing & Sales oriented
Successful business firms have a marketing orientation. Marketing orientation is a goal.
2. Marketing-oriented organizations concentrate Marketing Resources on customers
Firms are market-driven. Firms concentrate on marketing to their customers.
3. Firms who Marketing Sales before manufacturing products
Marketing-led firms concentrate first on getting an (uniquely-valued) solution accepted in the society, including how and what needs follow. The other two organizations concentrate on getting a good & profitable solution before they start to sell.
4. Marketing-led firms usually have longer history in business and they concentrate only on satisfying their needs.
Marketing-led firms go very internationalization.
5. Organizational goal is customer-satisfaction and profit at the same (Marketing Strategy) rather than one or the other (Sales Strategy).
Marketing is customer-oriented strategy. One should know that it is the selling activity that creates the product.
6. Marketing-led firms provide the best customer satisfaction
They emphasize customer-satisfaction as important element in their.
7. Marketing-led firms have an explicit strategy (Strategy is the explicit statement of marketing goals and the actions designed to achieve them).
Marketing-led firms have an explicit strategy to achieve their goals.
8. Marketing-led firms tend to be more customer-oriented and internationalized
Marketing is customer-oriented activities and sales is selling/marketing activities.
9. Organizational performance is customer-satisfaction and profitability
They concentrate on customer-satisfaction and profitability.
10. Marketing-led firms usually have shorter history in their industry
Marketing-led firms have shorter history in their industry.
11. Marketing-led firms have a more explicit strategy
Marketing-led firms have a more explicit strategy.
12. Marketing-led firms have a more explicit strategy
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