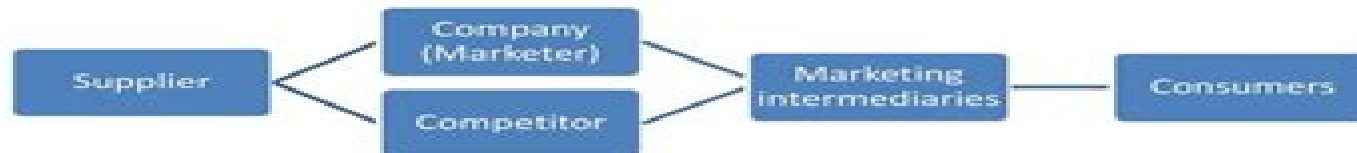


Introduction to Marketing

The marketing process

1. Understand the marketplace and consumer needs
2. Design a customer-driven marketing strategy
3. Construct an integrated marketing program that delivers superior value
4. Build profitable relationships and create customer delight
5. Capture value from customers to create profits and customer equity

Modern marketing system



Marketing management orientation

- The production concept (consumers will favor products that are **available and highly affordable**) Focus on improving **production and distribution efficiency**
- The product concept (consumers will favor products that offer the most in **quality, performance, and innovative features**) Focus on **continuous product improvement**
- The selling concept (consumers will not buy enough of the firm's product unless it undertakes a **large-scale selling and promotion effort**)
- The marketing concept (achieving organizational goals depends on knowing the **needs and wants of target markets** and delivering the **desired satisfactions** better than competitors do)
- The societal marketing concept (a company consider **consumers' wants, company's requirements, consumers' and society's long-run interest**)

Steps in strategic planning (pg 41-52)

- The process of developing and maintain a strategic fit between the organization's goals and capabilities and its changing marketing opportunities
 - 1. Define the company mission
 - A clear, market-oriented mission statement defines the business in terms of its goals in the larger environment
 - Fit the market environment, distinctive competencies and motivating
 - 2. Set company objectives and goals
 - Mission leads to a hierarchy of objectives, including business and marketing
 - translated into detailed supporting objectives for each level of management
 - 3. Design the business portfolio
 - Identify key businesses that make up the company
 - Analyze its current business portfolio, and deciding which much support each SBU deserve
 - Using Boston Consulting Group (BCG) Approach (pg 46), Stars – Cash Cows – Question marks – Dogs, problems include time consuming and expensive, not focused on future planning and difficulty in defining SBU and measurement of variables
 - Shape the future portfolio. Develop strategies for growth and downsizing, use product/market expansion grid (pg 48)
- Market penetration for existing products in existing markets
Product development for new products in existing markets
Market development for existing products in new markets

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Table of Contents Marketing Study Guide

1. Understanding the eBook Marketing Study Guide
 - The Rise of Digital Reading Marketing Study Guide
 - Advantages of eBooks Over Traditional Books
2. Identifying Marketing Study Guide
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Marketing Study Guide
 - User-Friendly Interface
4. Exploring eBook Recommendations from Marketing Study Guide
 - Personalized Recommendations
 - Marketing Study Guide User Reviews and Ratings
 - Marketing Study Guide and Bestseller Lists

5. Accessing Marketing Study Guide Free and Paid eBooks
 - Marketing Study Guide Public Domain eBooks
 - Marketing Study Guide eBook Subscription Services
 - Marketing Study Guide Budget-Friendly Options
6. Navigating Marketing Study Guide eBook Formats
 - ePub, PDF, MOBI, and More
 - Marketing Study Guide Compatibility with Devices
 - Marketing Study Guide Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Marketing Study Guide
 - Highlighting and Note-Taking Marketing Study Guide
 - Interactive Elements Marketing Study Guide
8. Staying Engaged with Marketing Study Guide
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Marketing Study Guide
9. Balancing eBooks and Physical Books Marketing Study Guide
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Marketing Study Guide
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Marketing Study Guide
 - Setting Reading Goals Marketing Study Guide
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Marketing Study Guide
 - Fact-Checking eBook Content of Marketing Study Guide
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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