

## 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.

# Mktg Study Guide

**David Nowell, Montrose S. Sommers**

A red circular graphic with a gradient, appearing as a partial circle or a thick arrow pointing to the right, located on the right side of the slide.

## Mktg Study Guide:

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

*Marketing Briefs* Sally Dibb, Lyndon Simkin, 2007-06-07 This revised and updated second edition of Marketing Briefs a revision study guide gives every marketing student the most comprehensive collection of definitive overviews of every key concept in the subject The text itself is organized into short structured chapters the Briefs each including Core definitions A bulleted key point overview Thorough yet concise explanation of the concept and primary issues Illustrative examples A selection of examination style case essay and applied questions Together these offer a rounded concise and topical appreciation of each theme within a clear and accessible framework designed to aid revision Also included are revision tips and golden rules for tackling examinations specimen examination papers with answer schemes and a full glossary of key marketing terms      **Agricultural Education** ,1972      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      Proceedings of the 1987 Academy of Marketing Science (AMS) Annual Conference Jon

M. Hawes, George B. Glisan, 2015-05-18 This volume includes the full proceedings from the 1987 Academy of Marketing Science AMS Annual Conference held in Bal Harbour Florida It provides a variety of quality research in the fields of marketing theory and practice in areas such as consumer behaviour marketing management marketing education and international marketing among others Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complimenting the Academy's flagship journals the Journal of the Academy of Marketing Science JAMS and AMS Review Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science

**Resources in Education ,1988      The Official CIM Coursebook: Strategic Marketing Decisions 2008-2009**

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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.

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