



The University of Tennessee Knoxville with Knoxville

College of Business Administration
Knoxville and Washington, D.C. 37996

Chapter 3

Instructor's Manual

Chapter Objectives

Chapter 3, *Marketing Management: The Marketing Process*, is a comprehensive introduction to the marketing process. It covers the marketing process from the identification of a marketing opportunity to the implementation of a marketing program. The chapter is divided into four main sections: (1) *Identifying a Marketing Opportunity*, (2) *Analyzing the Marketing Environment*, (3) *Formulating a Marketing Strategy*, and (4) *Implementing the Marketing Program*. The chapter is designed to provide students with a solid understanding of the marketing process and its various components.

This chapter should be covered after Chapter 1, *Introduction to Marketing*, and Chapter 2, *Marketing Research*.

Students should learn the following points:

- Marketing Management:** Marketing management is the process of identifying, analyzing, and selecting a profitable market opportunity, developing a marketing strategy, and implementing and controlling the marketing program. The marketing process is a continuous process that involves the identification of a marketing opportunity, the analysis of the marketing environment, the formulation of a marketing strategy, and the implementation and control of the marketing program.
- Marketing Environment:** The marketing environment consists of all the factors that influence the organization's ability to succeed in its market. The marketing environment is divided into two main categories: (1) *Internal Environment*, which includes the organization's resources, capabilities, and culture, and (2) *External Environment*, which includes the organization's competitors, customers, and the broader social and economic environment.
- Marketing Strategy:** A marketing strategy is a plan of action that guides the organization's marketing efforts. It is a statement of the organization's marketing objectives and the strategies that will be used to achieve these objectives. The marketing strategy is developed after a thorough analysis of the marketing environment and the organization's resources and capabilities.
- Marketing Program:** A marketing program is a set of marketing activities that are designed to implement the marketing strategy. It includes the organization's marketing mix, which consists of its product, price, promotion, and place. The marketing program is developed after the marketing strategy has been formulated.
- Marketing Control:** Marketing control is the process of monitoring the organization's marketing performance and making adjustments as needed. It involves the collection and analysis of marketing data, the comparison of actual performance with the organization's marketing objectives, and the implementation of corrective actions as needed.

Essentials Of Computer Organization Instructors Manual

Sabine Zange



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