

exam format (will consist of two parts):

1. multiple choice
2. open ended responses

### SESSION 2 – OVERVIEW OF MARKETING

- what is marketing?
  - marketing: the process of planning and executing the conception, pricing, promotion, and distribution of ideas, goods, and services to create exchanges that satisfy individual and organizational objectives
- key ideas in the definition of marketing
  - process involving strategy and tactics
  - involves the four P's – produce, price, place, promotion
  - includes more than goods
  - exchange is key (each party give up something in order to get something)
- marketing misconceptions
  - *isn't marketing just selling and advertising?*
    - sales and advertising are two functions of marketing – these are just the most "visible" consequences of a marketing strategy
  - *pricing low will fix most problems by bringing in more customers*
    - competing on price is one of many strategies a firm can use
    - while low price may increase market share in the short run, it usually has disastrous long-term consequences (why do firms use promotions sparingly?)
  - *we don't need marketing, we already make a superior product.*
    - unless the product is properly positioned to the right target segment how will you generate revenues?
- what can we market?
  - places, causes, events, organizations – profit/nonprofit, people, ideas
- customer value
  - *customer value*: a function of total perceived benefits relative to total perceived costs
  - only when benefits > cost have we created customer value
- the 4ps of marketing
  - *product strategy* – create value
    - provide the benefits, tangible and intangible, consistent with chosen positioning and target segment
      - features, brand name, packaging, service, warranty
  - *pricing strategy* – capture value
    - product revenue
    - communicate value to customer
      - list price, discounts, allowances, credit terms, payment period
  - *promotional strategy* – communicate value
    - build awareness and get distribution
    - convey information
    - develop positive associations/identity
    - increase intent to purchase
      - advertising, personal selling, sales promotion, publicity

# Study Guide Principles Of Marketing

**SA Dillow**



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## **Table of Contents Study Guide Principles Of Marketing**

1. Understanding the eBook Study Guide Principles Of Marketing
  - The Rise of Digital Reading Study Guide Principles Of Marketing
  - Advantages of eBooks Over Traditional Books
2. Identifying Study Guide Principles Of Marketing
  - 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 Study Guide Principles Of Marketing
  - User-Friendly Interface
4. Exploring eBook Recommendations from Study Guide Principles Of Marketing
  - Personalized Recommendations
  - Study Guide Principles Of Marketing User Reviews and Ratings
  - Study Guide Principles Of Marketing and Bestseller Lists
5. Accessing Study Guide Principles Of Marketing Free and Paid eBooks
  - Study Guide Principles Of Marketing Public Domain eBooks
  - Study Guide Principles Of Marketing eBook Subscription Services
  - Study Guide Principles Of Marketing Budget-Friendly Options

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