

Marketing Strategic Planning Template



Vision Statement

State where the organization wants to go, what it wants to accomplish.

Example: Drive efficient growth by focusing on customer value, successful evolution of the marketing function and continual optimization of brand value.



Statement of Strategy

Develop a concise statement to summarize the essence of the plan, the target state and required initiatives.

Example: To help achieve company goals of improving growth by providing solutions that help business partners make better B2B decisions.

Current State

It is Key metrics characterizing your current state

Do

- Accurately measure the organization's baseline and progress toward target state
- Capture risks to achieve mission-critical business priorities

Don't

- Create overly detailed metrics related to day-to-day performance

Example: Marketing influenced sales pipeline - 500M USD in FY 2024, 60% from existing customers

Example: Brand health - Net Promoter Score 25+

Plan

It is Initiatives required to achieve the target end state

Do

- Remove conflicting views
- Build strong buy-in
- Focus resources and attention

Don't

- Push ahead without consensus and buy-in

Example: Implement targeted digital advertising as part of the integrated account-based marketing program to increase MQLs.

Example: Launch new master brand campaign internally and externally.

It is Assumptions that must be true for the plan to succeed

Do

- Communicate explicitly
- Specify quantifiable thresholds
- Allow for real-time course corrections

Don't

- Create confusion or disagreement around terms of strategy
- Omit risks that must be mitigated

Example: Return to face-to-face events and scaling of hybrid experience events will enable the reestablishment of valuable lead-generation opportunities.

Example: Able to recruit a new strategic brand agency by Q24.

Future State

It is Key metrics above starting your target state

Do

- Describe the organization's desired end state
- Set goals to determine when the end state will be reached

Don't

- Target outcomes too distant from the current state

Example: MQLs grow by 10% year-over-year. 50% percent of MQLs growth to come from existing customers.

Example: NPS up from -25 to +40 by end of 2024.

Strategic Marketing An Introduction

Diana Woodburn, Malcolm McDonald



Strategic Marketing An Introduction:

Strategic Marketing Tony Proctor, 2002-09-11 Every enterprise needs an understanding of the strategies used by its competitors and a basic knowledge of how the business environment impacts on its organization before it can formulate a marketing plan Subjects covered include marketing strategy analyzing the business environment the customer in the market place targeting and positioning marketing mix strategy This fresh new introductory text examines the nature of competitive marketing strategy highlights the importance of adopting new marketing practices in order to reap most benefit from the business opportunities of the twenty first century and considers how effective management of internal and external relationships is vital to action the strategy Case studies case histories and thought provoking questions make this a valuable resource for students and practising managers alike

Absolute Essentials of Strategic Marketing Tony Proctor, 2020-05-17 Strategic marketing is a complex topic and this short form textbook illuminates its fundamental elements to provide a bird s eye view of the field for students of marketing strategy Focused on the marketing of goods and services the book highlights how incremental changes in the market environment drive changes to marketing strategies The author an experienced marketing expert uses the concept of strategic windows to facilitate student understanding looking at how firms can best anticipate and react to opportunities and threats Enhanced by text features such as essential summaries focused references and additional online supplements this very short introduction enables the reader to zero in on the core priorities for strategic marketers The result is a volume that is valuable reading for marketing students around the world

Strategic Marketing, 2018 *Studyguide for Strategic Marketing* Cram101 Textbook Reviews, 2014-04-25 Never HIGHLIGHT a Book Again Includes all testable terms concepts persons places and events Cram101 Just the FACTS101 studyguides gives all of the outlines highlights and quizzes for your textbook with optional online comprehensive practice tests Only Cram101 is Textbook Specific Accompanies 9780415458160 This item is printed on demand *Key Account Management* Diana Woodburn, Malcolm McDonald, 2012-11-13 This book is crammed with distilled practical wisdom for key account managers and their directors Organizations claiming to practise key account management should equip everyone involved with a copy so they really understand what they are supposed to be doing Anything less is just old fashioned selling Developing successful business to business relationships with more customers in highly competitive markets requires processes and skills that go beyond traditional selling activity The very best state of the art strategies are set out clearly in this book by intentionally known authors who have worked at the highest levels with more key and strategic account managers worldwide than probably any other leading advisors Based on the hugely influential KEY CUSTOMERS it looks at Why has account management become so critical to commercial success What are the key challenges and how do successful companies respond What part does key account management play in strategic planning How do companies build profitable relationships with their customers How does key account management actually work What does a successful key account

manager look like and what skills does he she need How should key account managers be evaluated and rewarded How do companies achieve key account management By addressing these key questions Woodburn and McDonald provide tools and processes for success honed by tough consultancy projects with the boards of some of the world s leading companies The book stresses the elements that really matter from developing a customer categorization system that really works and analyzing the needs of key accounts to understanding the new skills required by key account managers and ensuring that key account plans are implemented The real world approach is backed by tested principles and the latest research from the renowned Cranfield School of Management Key Account Management comes from authors who have taught leading companies how to approach their most powerful and demanding customers and still make money It is essential reading for all senior management with strategic responsibility for key or strategic account directors and for marketing and sales executives The clear and authoritative approach also makes it an outstanding text for the serious MBA and executive student as well as business to business company directors and key account managers

Effective Library and Information Centre Management Jo Bryson,2017-03-02 This comprehensive handbook covers key management issues and will guide information professionals through the maze of common problems To reflect the increasing integration of library information centre records IT and telecommunications management the book takes an integrated approach to managing the modern information centre Topics covered range from strategic IT and human resource planning to leadership conflict and change management Further key areas include service delivery risk management and the information lifecycle

Food Science and Technology Geoffrey Campbell-Platt,2017-09-26 Food Science and Technology Second Edition is a comprehensive text and reference book designed to cover all the essential elements of food science and technology including all core aspects of major food science and technology degree programs being taught worldwide The book is supported by the International Union of Food Science and Technology and comprises 21 chapters carefully written in a user friendly style by 30 eminent industry experts teachers and researchers from across the world All authors are recognized experts in their respective fields and together represent some of the world s leading universities and international food science and technology organizations All chapters in this second edition have been fully revised and updated to include all new examples and pedagogical features including discussion questions seminar tasks web links and glossary terms The book is designed with more color to help enhance the content on each page and includes more photos and illustrations to bring the topics to life Coverage of all the core modules of food science and technology degree programs internationally Crucial information for professionals in the food industry worldwide Chapters written by subject experts all of whom are internationally respected in their fields A must have textbook for libraries in universities food science and technology research institutes and food companies globally Additional interactive resources on the book s companion website including multiple choice questions web links further reading and exercises Food Science and Technology 2nd Edition is an indispensable guide for food science and technology

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Marketing Gary Armstrong, Philip Kotler, 2005 How do we get you moving By placing you the customer in the driver's seat Marketing introduces the leading marketing thinking on how customer value is the driving force behind every marketing strategy Fasten your seatbelt Your learning journey starts here www.prenhall.com/kotler **CIMA E3** BPP Learning Media, 2012-08-01 CIMA offers a business qualification with a finance focus aiming to produce members with accounting prowess who are skilled in strategic decision making 98% of its members work in business the highest proportion of any worldwide accountancy body Paper E3 Enterprise Strategy is a wide ranging exam that includes aspects of strategic analysis choice and implementation To pass candidates need both technical knowledge and the ability to apply their knowledge to specific scenarios The syllabus is split into four areas Interacting with the Competitive Environment 20% Change Management 20% Evaluation of Strategic Options 30% Implementation of Strategic Plans 30% The first section explores the impact and influence of an organisation's environment on its strategy An organisation needs to take account of its environmental context as well as its own internal capabilities when assessing the strategic options available to it Having identified these options it then has to evaluate them to decide which is the most appropriate to pursue The E3 syllabus recognises that implementing strategic plans involves managing change and 20% of the syllabus is now devoted to issues involved in managing the change process Change Management has not previously been examined at Strategic Level in the CIMA exams The final section of the syllabus looks at the ways organisations control and measure the performance of the strategies they have implemented The E3 Study Text provides you with comprehensive coverage of the principles of business strategy and how they can be applied to design and implement enterprise strategies The Text also offers a range of short case studies which illustrate how business strategy ideas are applied in the real world In the E3 exam your ability to apply knowledge to a scenario is as important as pure knowledge but it is still crucial to have a sound understanding of the key terms and ideas The key terms feature in the text will help you identify these key terms while the section summaries provide a convenient overview of each section of the text *Introductory Readings in Marketing* Elmer Lamont Rhoades, 1927

Building a Successful Customer-service Culture Maxine Melling, Joyce Little, 2002 Focusing on hybrid library and information services this management guide takes a practical and strategic approach to developing a customer service culture in both the physical and virtual library environment **Strategic Marketing** Douglas West, John Ford, Essam Ibrahim, 2010-03-25 This text discusses how companies create competitive advantage through strategic marketing Using established frameworks and concepts it examines aspects of marketing strategy and thinking It provides examples to facilitate the understanding of theoretical concepts **Handbook of Business Strategy** William D. Guth, 1986

Strategic Marketing Philip Kotler, Vibrant Publishers, 2024-09-16 Strategic Marketing by Philip Kotler Unlock the secrets to effective marketing with Philip Kotler's Strategic Marketing Renowned as a cornerstone in marketing literature

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