

The Marketing Mix and the Marketing Environment (Module 1)

12.6 and 7 equal 70% of the actual assessment

MARKETING

- The activity set of institutions and processes for creating, communicating, delivering and exchanging offerings that have value for customers, clients, partners and society at large.
- Creating mutually beneficial exchanges between buyers and sellers.
- Marketing concept Ask consumers what they want, how much they will pay for it, and how they prefer to buy it.
- Create value between customers and products

MARKETING MIX Controllable aspects of marketing environment

- **Product** the offering (good, service, etc). Decisions about packaging, branding and guarantees/refunds.
- **Price** assessing value of product / service.
- **Place** Distribution of product. Making sure it can be found in the right place, at the right time, in the right quantity. Transportation, location, inventory.
- **Promotion** Designed to inform, educate and influence purchase decision. Includes traditional advertising, sales promotion, public relations, personal selling, social media, and digital marketing. How we communicate about the product.

PRODUCT LIFE CYCLE

- Assessing an entire product category vs an individual product. Consider current stage in the product life cycle.

1. *Introduction* Slow sales, profits almost non-existent. Heavy investment in promotion. Failure is common in this state.
2. *Growth* Influx of versions from competitors entering market. Industry sales and profits increase.
3. *Maturity* sales peak, purchases are from repeat customers replacing older model or used up products. Fierce competition. Improvements made to product to keep it relevant to market.
4. *Decline* typically due to new technology providing better solution sales and profits fall due to demand falls. Companies need to exit the market or serve specific niches or targeted groups.

Stage	Sales	Profits	Competitor Level
Introductory	Low sales	Little or no profit	Often little to no competition
Growth	Increasing sales	Rapidly increasing	Market has accepted the product and competitors begin to enter the market
Maturity	High	High then declining	High level of competition, may be difficult for original company to compete
Decline	Declining	Declining	Competitive pressure remains high and demand falls

Study Guide Essentials Of Marketing 7

Ramendra Singh,Tahir A. Wani

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Introduction to Marketing Johan Botha, Cornelius Bothma, Annekie Brink, 2005-09 With a full explanation on the basic principles of marketing this guidebook helps readers answer such questions as What is marketing What is a marketing forecast and What is the best way to conduct market research Written by professionals for students and entrepreneurs this text also features international case studies numerous up to date examples of the latest developments and trends in marketing and tried and tested information that helps students learn Grademaker Study Guide, Marketing, 7th Edition Susan Peterson, 2004 Marketing to the Poor Ramendra Singh, Tahir A. Wani, 2022-10-12 This book looks at markets in low income economies and how they require fundamentally different marketing systems and strategies Analyzing the sociocultural characteristics of these markets it offers solutions for businesses to overcome spatial institutional and financial challenges while working in these contexts Markets for the poor are characterized by resource scarcity weak institutions and low literacy rates as well as a strong presence of cultural and community ties This book provides an understanding of these marketplaces including the consumer's wants and aspirations the relationship of the individual within the social milieu and their unique cultural contexts It provides strategies for businesses to develop a bottom up knowledge of global markets and incorporates practices which are inclusive and sustainable It also explores the links between human development entrepreneurship and marketing which are especially relevant in the pandemic hit global economy This book will be of interest to students and researchers of marketing business studies business administration rural management marketing management economics and development studies Books in Print, 1991 **Books in Print Supplement**, 1994

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