

Discussion Questions



1. Marketing có ảnh hưởng thế nào đến giá trị khách hàng?
2. Việc lập kế hoạch chiến lược được thực thi ở cấp độ khác nhau của tổ chức diễn ra như thế nào?
3. Kế hoạch Marketing bao gồm những gì?



Phát triển chiến lược và kế hoạch Marketing

The value chain-Chuỗi giá trị



Năng lực cốt lõi



Định hướng Marketing tổng thể



Hoạch định chiến lược công ty



1. Xác định sứ mệnh công ty
2. Thiết lập các đơn vị kinh doanh
3. Phân bổ các nguồn lực cho mỗi SUE
4. Hoạch định các hoạt động kinh doanh mới

Xác định sứ mệnh công ty

Hoạt động kinh doanh của tổ chức?

Khách hàng là ai?

Giá trị nào mà tổ chức mang lại cho khách hàng?

Hoạt động kinh doanh của tổ chức sẽ là gì và nên là gì trong tương lai?

Peter Drucker

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Indian Business Scenario Opportunities & Challenges M.Ganesh Babu Dr.Bandaru Srinivasa Rao G.Vani

Dr.SivakumarDeene R.Rajkumar, Marketing the Arts Anthony Rhine,2020-05-13 With limited budgets and resources arts ventures are struggling to employ modern marketing methods to promote their events Marketing the Arts introduces students young professionals and even seasoned veterans to new and refined marketing approaches by drawing on marketing theory as it is used by huge multi nationals exploring such theories in the context of creative ventures generally and the fine and performing arts specifically The book is designed for classroom use but also appeals to practitioners looking to strengthen their understanding of marketing as well as for individuals interested in selling their creations The book addresses market researchmarketing strategyvalue creationbrandingcustomer acquisitionmarket distributionpricing strategysustaining customers and value Features include Discussion questions and classroom activitiesCase studies of real life situationsCommentary by current professional practitionersCompanion website *Wedding marketing as ethnically specific event marketing* Ergün Kalayci,2025-09-30 Erg n Kalayci opens a window into wedding marketing in Turkish event halls in Germany in this book He navigates the complex waters of service ethnic and event marketing to outline a marketing strategy aimed at increasing customer satisfaction and economic profitability Through a carefully designed mixed methods approach the author examines the different market segments for Turkish event halls and categorizes customer preferences into clear segments These insights serve as a key to understanding the relationships between customer demands event design and customer satisfaction offering concrete starting points to improve the event experience The analysis emphasizes the importance of diversifying business concepts especially in the context of the COVID 19 crisis It not only provides innovative insights into the fields of ethnic marketing and wedding marketing but also delivers practical guidance for improving marketing strategies for Turkish event halls in Germany thereby representing a valuable resource for academic research as well as practical implementation in the area of event hall management *Exploring Innovation in a Digital World* Federica Ceci,Andrea Prencipe,Paolo Spagnoletti,2021-10-25 Innovation is occurring at a rapid pace in digital work and demands increasing attention from academic scholars In line with this demand this book aims to provide an overview of recent advances in studies of innovation and technology in the digital space The book addresses the cultural elements influencing the diffusion and adoption of digital technologies the pervasive role of social media the organizational challenges of digital transformations and finally specific emerging technologies such as artificial intelligence and distributed ledger technology The plurality of views offered makes this book particularly relevant to practitioners academics and policymakers and provides an up to date view of the latest developments in Information Systems It gathers a selection of the best papers double blind peer reviewed presented at the annual conference of the Italian AIS Chapter in October 2020 in Pescara Italy

ECSM 2023 10th European Conference on Social Media Iwona Lupa-Wójcik,Marta Czyżewska,2023-05-18

Sustainable and Resilient Infrastructure Development in Africa's Changing Climate Emmanuel Adinyira, Clifford Amoako, Titus Ebenezer Kwofie, Clinton Aigbavboa, Kofi Agyekum, Michael Addy, 2024-10-11 This book contains the proceedings of ICIDA 2023 The conference is a platform for deliberating the delivery and management of infrastructure in Africa in the face of a changing climate It helped to engage various stakeholders in the continent and beyond on how to develop and deliver sustainable and resilient infrastructure against climate variabilities This book brings together the experiences of participants gathered through many years of research and practice across various fields of infrastructure development that can help shape the future of the African continent *Studyguide for Marketing Management by Keller, Kotler &, ISBN 9788120327993* Cram101 Textbook Reviews, 2015-02-27 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 9788120327993 This item is printed on demand *Principles of Marketing, Second Edition [by] Philip Kotler Harrison Grathwohl, P.S. Associates, Philip Kotler, 1983* Marketing Management Philip Kotler, Kevin Lane Keller, 2012 This is the 14th edition of Marketing Management which preserves the strengths of previous editions while introducing new material and structure to further enhance learning **Principles of Marketing, Fourth Edition [by] Philip Kotler, Gary Armstrong** Philip Kotler, Thomas Paczkowski, Armstrong, 1989 **Studyguide for Marketing Management by Kotler, Philip, ISBN 9780133763522** Cram101 Textbook Reviews, 2016-04-02 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 9780133763522 This item is printed on demand *Exam Prep for Marketing Management by Kotler & Keller, 12th Ed. &. Keller Kotler &. Keller, Mznlnx, 2009-08-01* The MznLnX Exam Prep series is designed to help you pass your exams Editors at MznLnX review your textbooks and then prepare these practice exams to help you master the textbook material Unlike study guides workbooks and practice tests provided by the textbook publisher and textbook authors MznLnX gives you all of the material in each chapter in exam form not just samples so you can be sure to nail your exam *Studyguide for Marketing Management by Kotler, Philip, ISBN 9780133856620* Cram101 Textbook Reviews, 2016-07-31 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 9780133856620 This item is printed on demand **Studyguide for Marketing Management by Kotler, Philip** Cram101 Textbook Reviews, 2013-05 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

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