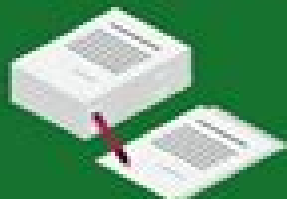


# 7 Types of Demand by Philip Kotler

- Negative demand (avoidance of a product)
- No demand (Lack of awareness or interests in a product)
- Latent demand (Strong need that can't be satisfied by existing products)
- Declining demand (lower demand)
- Irregular demand (seasonal)
- Full demand (satisfying level of demand)
- Overfull demand (More demand that can be handled)
- Unwholesome demand (demand for unhealthy or dangerous products)



# Irregular Demand By Kotler

**Huangqi Zhang**



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