

# MARKETING SS I FIRST TERM

## SUB-THEME 1: MEANING AND CONCEPT OF MARKETING

WEEK	TOPIC	PERFORMANCE OBJECTIVES	CONTENT	ACTIVITIES		TEACHING AND LEARNING RESOURCES	EVALUATION GUIDE
				TEACHER	STUDENTS		
1	Introduction to Marketing I	Students should be able to: (1) define marketing. (2) explain various terms in marketing.	(1) Meaning of marketing. (2) Marketing terms: -needs -wants -demands -products -exchange -transaction -market -marketing management.	(1) Guides students to explain the meaning of marketing. (2) Explains various marketing terms.	Listen attentively.	(1) Textbooks (2) Magazines	Students to: (1) state the meaning of marketing. (2) identify four marketing terms.
2	Introduction to Marketing II	Students should be able to: discuss the main functions of marketing.	(1) Functions of marketing system: -maximize consumption -maximize consumer satisfaction -maximize choice -maximize life quality. -maximize profits.	Discusses the functions of marketing.	(1) Listen attentively (2) Participate in discussion.	(1) Textbooks (2) Magazines (3) Chart (4) Pictures	Students to: State the main functions of marketing.
3	Introduction to Marketing III	Students should be able to: give brief history of marketing in Nigeria.	History of marketing in Nigeria: -colonial age.	Explains the history of marketing in Nigeria.	Listen attentively.	(1) Textbooks (2) Magazines	Students to: give a brief history of marketing.
4	Introduction to Marketing IV	Students should be able to: give brief history of marketing in Nigeria.	History of marketing in Nigeria: -colonial era 1890-1960 -post independence age 1960 to date.	Gives the history of marketing in Nigeria.	Listen attentively	(1) Textbooks (2) Magazines	Students to: give a brief history of marketing.

# Marketing Syllabus For Neco

**A Gutmann**



## **Marketing Syllabus For Neco:**

*The National Bibliography of Nigeria*, 2003      *Asian Shipping*, 1991      **Obanta Newsday**, 2002      *Elements of Marketing* Anthony R. Morden, 1987 This manual seeks to provide a broad and comprehensive introduction to the principal ideas of the theory and practice of marketing intended for students taking certificate level examinations of the major professional institutions or whose syllabus includes the study of marketing      **Syllabus of Marketing** Walter J. Talley, Burton G. Mendelson, 1955      *Marketing in Practice*, 2002      Syllabus for the Study of Marketing Charles J. Connolly, 1954      **Marketing Fundamentals**, 2002      **As Per NEP Syllabus PRINCIPLES OF MARKETING** Mr. BASAVARAJ M. NAIK & Mr. NARAYAN S. GHANTI, 2022-11-10 Marketing refers to activities undertaken by a company to promote the buying or selling of a product or service Marketing includes advertising selling and delivering products to consumers or other businesses Some marketing is done by affiliates on behalf of a company Marketing as a discipline involves all the actions a company undertakes to draw in customers and maintain relationships with them Networking with potential or past clients is part of the work too including writing thank you emails playing golf with a prospective client returning calls and emails quickly and meeting with clients for coffee or a meal      *Syllabus for Marketing 301* Wayne Alan Long, University of Utah. Correspondence Study Department, 197?      *Elements of marketing* A.R. MORDEN, 1991

## Decoding **Marketing Syllabus For Neco**: Revealing the Captivating Potential of Verbal Expression

In a time characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its capability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Marketing Syllabus For Neco**," a mesmerizing literary creation penned with a celebrated wordsmith, readers embark on an enlightening odyssey, unraveling the intricate significance of language and its enduring impact on our lives. In this appraisal, we shall explore the book's central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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### **Marketing Syllabus For Neco Introduction**

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