

exam format (will consist of two parts):

1. multiple choice
2. open ended responses

SESSION 2 – OVERVIEW OF MARKETING

- **what is marketing?**
 - marketing: the process of planning and executing the conception, pricing, promotion, and distribution of ideas, goods, and services to create exchanges that satisfy individual and organizational objectives
- **key ideas in the definition of marketing**
 - process involving strategy and tactics
 - involves the four P's – produce, price, place, promotion
 - includes more than goods
 - exchange is key (each party give up something in order to get something)
- **marketing misconceptions**
 - *isn't marketing just selling and advertising?*
 - sales and advertising are two functions of marketing – these are just the most "visible" consequences of a marketing strategy
 - *pricing low will fix most problems by bringing in more customers*
 - competing on price is one of many strategies a firm can use
 - while low price may increase market share in the short run, it usually has disastrous long-term consequences (why do firms use promotions sparingly?)
 - *we don't need marketing, we already make a superior product.*
 - unless the product is properly positioned to the right target segment how will you generate revenues?
- **what can we market?**
 - places, causes, events, organizations – profit/nonprofit, people, ideas
- **customer value**
 - customer value: a function of total perceived benefits relative to total perceived costs
 - only when benefits > cost have we created customer value
- **the 4ps of marketing**
 - *product strategy* – create value
 - provide the benefits, tangible and intangible, consistent with chosen positioning and target segment
 - features, brand name, packaging, service, warranty
 - *pricing strategy* – capture value
 - product revenue
 - communicate value to customer
 - list price, discounts, allowances, credit terms, payment period
 - *promotional strategy* – communicate value
 - build awareness and get distribution
 - convey information
 - develop positive associations/identity
 - increase intent to purchase
 - advertising, personal selling, sales promotion, publicity

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United States Air Force Academy United States Air Force Academy, Annual Catalogue United States Air Force Academy,1985 **Management** Thomas S. Bateman,Scott Snell,2007 *The 2004 Guide to the Evaluation of Educational Experiences in the Armed Services* American Council on Education Staff,2004-10-27 **School Management** Ontario. Department of Education,1922 **State Financial Management Resource Guide** Council of State Community Affairs Agencies (U.S.),1980 **The 2002 Guide to the Evaluation of Educational Experiences in the Armed Services** American Council on Education,2002 Long considered to be the standard reference work in this area this three volume set describes more than 8 000 courses offered between January 1990 and the present by various service branches and the Department of Defense Long considered to be the standard reference work in this area this three volume set describes more than 8 000 courses offered between January 1990 and the present by various service branches and the Department of Defense Updated every two years Report of the Minister of Education Ontario. Dept. of Education,1902 Sessional Papers Ontario. Legislative Assembly,1897 Sessional Papers Ontario,1915 **Sessional Papers - Legislature of the Province of Ontario** Ontario. Legislative Assembly,1915 *Report of the Minister of Education* Ontario. Department of Education,1915 *Report of the Minister of Education* ,1897 *Reports of the Minister of Education* Ontario. Department of Education,1897 Industrial Management ,1924 **Industrial Management** John Robertson Dunlap,Arthur Van Vlissingen,John Michael Carmody,1920 **Industrial Management** John R. Dunlap,1904 **Academy of Management Learning & Education** ,2004 **Factory and Industrial Management** John Robertson Dunlap,Arthur Van Vlissingen,John Michael Carmody,1924 **Business Administration Reading Lists and Course Outlines** ,1985

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