

Principles of Marketing Study Guide Exam 1

- What is marketing and how is it defined as a concept?
Marketing is the process of exchange
- What are the components of marketing? (Consider the exchange process)
 - 1. An offer (product) and demand
 - 2. Value being exchanged (something that is perceived as being valuable)
 - 3. Communication (interaction) with others
 - 4. Value creation (gain) and offer
- What are the 4 P's? (Product, Price, Promotion, Place)
Marketing mix
 - 1. Product (what, how)
 - 2. Price (value to customer)
 - 3. Place (where, how to get product)
 - 4. Promotion (communication)
- What are the reasons for marketing? (List 3 or more reasons of each)
 - 1. Companies identify customer needs and wants
 - 2. Offer value to their customer
 - 3. Gain
 - 4. Information about their customers
 - 5. Creating customer loyalty (retention)
 - 6. Selling products faster
 - 7. Marketing information for better decision making
- What are the four e.g. different marketing orientations or philosophies that have emerged during the past century?
 - 1. Production (the good, service, or thing) is what is "needed" or "wanted" (product) after the good, service, or thing, only then does marketing
 - 2. Sales (the good, service, or thing is important to "sell" the product)
 - 3. Marketing (the good, service, or thing is important and needs customer needs to be met) (customer focus)
 - 4. Relationship (the selling and the information and target market)
- What are the major concepts, strategies, tactics, and tools used to create and sustain the value of the marketing relationship in each orientation?
 - 1. Production: or production oriented people make their
 - 2. Sales: a person can be very successful selling things with a pitch
 - 3. Marketing: find and understand needs and wants
 - 4. Relationship: work with the customer as partner
 - What are the marketing concepts?
Customer and market oriented strategy
The customer and the marketing mix (product, price, promotion, place)

Principles Of Marketing Study Guide

James E. Finch



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