

For students doing the topic: Establishing a business: **Marketing**

CRITERIA	P1	P2	P3	TOTAL
description of the business - Type of business - Nature of business, that is industry type - Objectives/mission statement <i>(any TWO, 1 mark; all THREE 2 marks)</i>	2			2
organization of the marketing department - <u>Identify</u> and <u>describe</u> organizational structure of the marketing department with the aid of a diagram <i>(2 marks)</i> - Describe the roles/functions of personnel in the marketing department <i>(3 marks)</i>	4			4
market research - Target population (qualitative and quantitative) - Price - Competitors - Substitutes - Sales forecast (assess/describe) - Research method Discuss any three <i>(2 marks each)</i>		6		6
product (branding and packaging) - Describe branding and/or packaging relating to the product (use examples)		4		4
pricing - Describe and justify the pricing strategy used <i>(1 mark each)</i>		2		2
place (distribution channels) - <u>Describe</u> and <u>justify</u> the distribution channels used <i>(2 marks)</i> - Limitations of these channels <i>(1 mark)</i> - Other suitable alternatives <i>(1 mark)</i>		4		4
promotion mix - <u>Describe</u> and <u>justify</u> the various promotional strategies used by the business (advertising, sales promotion, after sales services, public relations, personal selling, promotional pricing Any <u>two</u> <i>(2 marks each)</i>		4		4

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Principles of Business for CXC Trevor Marshall,2000-05-30 This new text for the Principles of Business has been written to give students clear and concise coverage of the examination syllabus and provide practice in the style of questions used in the examination itself Essential Principles of Business for CSEC: 4th Edition Alan Whitcomb,2018-07-09 Discover Principles of Business as a real world subject through thought provoking case studies and prepare effectively for the CSEC May June 2019 examinations Develop knowledge systematically with each section focusing on a specific aspect of the syllabus and clear syllabus references throughout Revise for the exam with unit summaries in chapter challenges and MCQs Increase confidence with exam type questions at the end of each unit and a full section dedicated to exam preparation and the School Based Assessment Ensure all three examined profile dimensions are developed with contextualised structured response questions *GAO Documents* United States. General Accounting Office,1980 Catalog of reports decisions and opinions testimonies and speeches **Federal Register** ,1995-12-15 The Small Business Advocate ,1996-05

International Labour Documentation ,1972 **Popular Mechanics** ,1979-11 Popular Mechanics inspires instructs and influences readers to help them master the modern world Whether it s practical DIY home improvement tips gadgets and digital technology information on the newest cars or the latest breakthroughs in science PM is the ultimate guide to our high tech lifestyle Code of Federal Regulations ,1983 *Commerce Business Daily* ,1998-03 Popular Mechanics ,1986-09 Popular Mechanics inspires instructs and influences readers to help them master the modern world Whether it s practical DIY home improvement tips gadgets and digital technology information on the newest cars or the latest breakthroughs in science PM is the ultimate guide to our high tech lifestyle Doing Business with the Federal Government ,1989

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