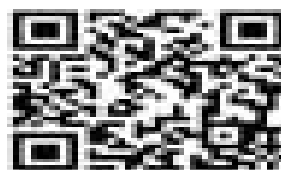


Marketing Strategy of Micromax



MARKETING STRATEGY AND MANAGEMENT OF MICROMAX CANVAS 2 A110

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INTRODUCTION

1. The mobile phone market in India is worth 130 million handsets annually. While the big players like Nokia, Samsung, Motorola and SonyEricsson make up for 70% share, the market ... Show more content on HelpWriting.net ...

PORTER'S FIVE FORCE MODEL

12. The framework of Porter's five force model can be utilized for industry analysis and business strategy. Following inferences can be brought out. (a) Bargaining power of the supplier is poor. (b) Bargaining power of the buyer is higher. (c) Threats of new entrants is very high. (Zen, I ball, Zync, Karbonn, Lemon) (d) Large no of substitutes available. (e) Major business rivals are Nokia, Samsung, LG, Sony Ericsson and Motorola.

INTEGRATED MARKETING COMMUNICATION TOOLS

13. Integrated Marketing Communication (IMC) tools Advertising is the one of the biggest tool to development of integrated marketing communication. Micromax uses IMC tools to promote the product and build the strong image of the brand in the consumers mind. Integrated Marketing Communication (IMC) is the practice of unifying all marketing communication tools so to send a consistent persuasive message promoting company goals.

With a 360 degree advertising and marketing strategy sketched out, the company has an optimistic outlook for the telecom consumer space. Currently present in more than 40,000 stores across the country, the company plans to have an aggressive market incursion to reach out to its customers through 70,000 operational stores in the coming year

The following tools of IMC are being used by Micromax: (a) Events and experiences

For marketing of its products the company is riding on two enduring Indian obsessions sports and films to

Research Paper On Micromax

Carl E. Whitcomb



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Research Report P ,1972 Plant Production in Containers II Carl E. Whitcomb,2003 2006 expanded 3rd edition One of Whitcomb s how to grow books Covers all factors in producing plants in the unique man made environment called a container from propagating from seed or cuttings to growth medium nutrition watering weed control and more Chapters 1 Propagation from Cuttings 2 Propagation from Seeds 3 Current Suggested Practices for Container Nurseries 4 The Unique Container 5 Container Designs that Work 6 Containers Problems and Progress 7 Hybrid Systems and Large Containers 8 Growth Media 9 Plant Nutrition 10 Essential Nutrient Elements 11 Water Water Management and Slow Release Fertilizers 12 Other Nutrition al and Cultural Considerations 13 Heat Cold and Blow Over 14 Light and Shading 15 Moving Plants in the Nursery 16 Water Quality 17 Irrigation Systems 18 Weed Control 19 Container Production Factors and Costs 20 Conducting Experiments *Handbook of Research on Advanced Data Mining Techniques and Applications for Business Intelligence* Trivedi, Shrawan Kumar,Dey, Shubhamoy,Kumar, Anil,Panda, Tapan Kumar,2017-02-14 The development of business intelligence has enhanced the visualization of data to inform and facilitate business management and strategizing By implementing effective data driven techniques this allows for advance reporting tools to cater to company specific issues and challenges The Handbook of Research on Advanced Data Mining Techniques and Applications for Business Intelligence is a key resource on the latest advancements in business applications and the use of mining software solutions to achieve optimal decision making and risk management results Highlighting innovative studies on data warehousing business activity monitoring and text mining this publication is an ideal reference source for research scholars management faculty and practitioners **Publications** Leeds and Northrup Company,1927 **Computational Linguistics and Intelligent Text Processing** Alexander Gelbukh,2015-04-09 The two volumes LNCS 9041 and 9042 constitute the proceedings of the 16th International Conference on Computational Linguistics and Intelligent Text Processing CICLing 2015 held in Cairo Egypt in April 2015 The total of 95 full papers presented was carefully reviewed and selected from 329 submissions They were organized in topical sections on grammar formalisms and lexical resources morphology and chunking syntax and parsing anaphora resolution and word sense disambiguation semantics and dialogue machine translation and multilingualism sentiment analysis and emotion detection opinion mining and social network analysis natural language generation and text summarization information retrieval question answering and information extraction text classification speech processing and applications **Research Report Series** ,1983 *General Technical Report RM.* ,1990 *Scientific and Technical Aerospace Reports* ,1983 Lists citations with abstracts for aerospace related reports obtained from world wide sources and announces documents that have recently been entered into the NASA Scientific and Technical Information Database Anniversary Feature Papers Steven Y. Liang,2021-04-15 The Journal of Manufacturing and Materials Processing JMMP aims to provide an international forum for the documentation and dissemination of recent original and significant research

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Breakout Strategies for Emerging Markets Jagdish N. Sheth, Mona Sinha, Reshma Shah, 2016-06-27 Real strategies tactics solutions for succeeding in emerging markets now Attract non consumers and upscale current customers Reflect local culture tradition and preferences across your business Make your products easier to find buy and use Strengthen your brand and deliver on your brand promises Engage and serve all your stakeholders Build a sustainable profitable business How big is your emerging market opportunity Potential annual consumption will hit 30 trillion by 2025 with 10 trillion in India and China alone Emerging economies are transforming markets worldwide attracting multinationals strengthening domestic firms and launching local brands onto the global stage Best of all there are now proven best practices for succeeding in these markets They've been developed the hard way through the experiences of pioneers who've learned from mistakes and listened to their customers This book's brand stories reflects these winning strategies You'll learn from high profile leaders like Gillette Levi's Starbucks Alibaba GlaxoSmith Kline and WeChat and from great companies you'll discover for the first time Linking theory to practice the authors offer expert guidance on attracting non users adapting products aligning with local culture optimizing channels building brands upscaling strengthening relationships and much more You've never had an opportunity this enormous Nobody has Get it right with the right advice right from the trenches Emerging markets offer the biggest growth opportunity in the history of capitalism This practical guide offers a comprehensive strategic marketing perspective tailored to these new markets Leading experts demonstrate how companies can succeed both today and tomorrow no matter what happens in the global economy Breakout Strategies for Emerging Markets integrates insights drawn from the authors' extensive primary research worldwide their pioneering academic research and case development practical consulting and management experience and their conversations with industry leaders on several continents You will learn about the experiences and actions of both local and global enterprises in industries ranging from consumer goods to entertainment apparel to finance The authors share new insights for attracting non users by developing products aligning with local traditions upscaling selecting channels financing brand messaging using e-commerce building relationships and more Discover how to Convert non users Optimize acceptability affordability accessibility and awareness Create functional Fusion Adapt products to blend western and local elements Design cultural fusion Embed local tradition history language and taste Democratize the offer Make products more affordable financially and psychologically Upscale the offer Upgrade choices and experiences across the income spectrum Manage reach Get your

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Meenakshi,2011 Marketing is a way of doing business It is all pervasive a part of everyone s job description Marketing is an expression of a company s character and is a responsibility that necessarily belongs to the whole company and everyone in it

ASTM Bulletin ,1948

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