Updated 02/23/23

Study Guide for Midterm Spring 2023- Chapters 1 -7

Chapter 1

- ✓ Steps in marketing planning.
- ✓ Concepts: target market, value proposition.
- Marketing concept vs. selling concept
- ✓ Definition of "product"
- ✓ Customer-perceived value/value proposition
- 4 Ps of the marketing mix
- ✓ Marketing management term
- ✓ CLV importance to a brand
- ✓ Share of customer/wallet.

Chapter 2

- ✓ Elements of a strong mission statement
- ✓ Business portfolios SBUs
- ✓ BCG model quadrants and dimensions
- ✓ 4 basic marketing strategies for growth-Slide 12
- ✓ Product positioning/brand differentiation
- ✓ SWOT -difference between strengths/weaknesses and opportunities/threats
- ✓ Title slide DD's transformation as a brand.
- Key sections of a marketing plan

Chapter 3

- ✓ Terms microenvironment/macroenvironment
- ✓ Market Share calculation No calculators will be needed.
- ✓ Basic characteristics of generational segments
- Types of internal data
- Proactive vs reactive approaches to change in an environment
- ✓ Title slide "Oatley" what trends did it capitalize on?
- ✓ Slide 15 Trends in high inflation on consumers' choice impact on brands

Chapter 4

- ✓ Types of sampling
- ✓ Secondary vs Primary
- ✓ Focus groups
- ✓ Qualitative vs. Quantitative differences
- ✓ Big Data Predictive Analytics PPTs
- ✓ Ethnographic research purpose for brands

Psychology 23study Guide

Alexander Elder

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