Retail Marketing Exam 1 Blueprint

Chapter 1

Two most important retail principles

- 1. 5 rights-right product, at the right price, at the right time, at the right place, in the right quantity
- 2. sell the most with the least amount of inventory

Definitions - retail, retailer, wholesale, etc.

- Retail: set of business activities that adds value to the products and services sold to consumers for their personal or family use
- Retailer: a business that sells products and/or services to consumers for personal or family use
- Wholesale: a business that sells products in large quantities to be retailed by others

Supply chain: set of firms that make and deliver goods/services to the final consumer

Vertical integration (both directions)

- Vertical integration: firm performs more than 1 set of activities in the channel
- Backward Integration: retailer performs some distribution and manufacturing activities
- Forward integration: manufacturers undertake retailing activities.

How retailers add value

- Provide Assortment- buy other products at the same time
- Break Bulk- buy it in quantities customers want.
- Hold Inventory- buy it at a convenient place when you want it.
- Offer Services—see it before you buy; get credit; layaway
- Social Responsibility- are socially responsible (give back, donate)?

The retail environment

- Macro environment: demographic, economic, tech, societal, and gov influences
- Micro environment: suppliers, resellers, public, competitors, customers

Competition

- direct- 2 or more business offer same product/service and computer for same market.
- Indirect- 2 or more business are targeting the same client need in the same market but offer different products/services
- intratype**- 2 or more companies operate in same industry and share same target.
- intertype- 2 or more different businesses fight for same customers

Retail strategy (all)

should identify:

- target market
- product/service mix (retail mix)
- long-term, sustainable advantage

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Retail Marketing Gary Akehurst, Nicholas Alexander, 2013-05-13 First published in 2004 This collection explores the emerging and diverse world of retail marketing by tracing its development from the 1980s to the present day The market driven retail company shows concern for the customer throughout the organisation throughout all functions and departments Such a company tries to understand how customers choose their purchases the criteria they use and attempts to ensure that it is more successful in meeting customer requirements than the competition Retail Marketing discusses what range of products and services should be offered where at what price and how these activities should be advertised promoted and **Digital Marketing** Dave Chaffey, Fiona Ellis-Chadwick, 2019-02-05 Now in its seventh edition Digital developed Marketing provides comprehensive practical guidance on how companies can get the most out of digital media and technology to meet their marketing goals The CMA/CFM Exam Sidney J. Baxendale, Richard Coppage, Alan Levitan, 2001-05 Advanced Applications of Network Analysis in Marketing Science Chinmay Kakatkar, 2018-02-09 The world today is becoming a highly connected place Firms consumers and the devices they use are increasingly part of a complex global network of connected entities These networks represent a gold mine for marketing scholars that may be interested in developing a better understanding of consumer behavior and for practitioners who are keen to discover new ways of gaining and retaining customers This cumulative dissertation focuses on the use of network analysis to generate and analyze novel data in marketing The work moves beyond the scope of traditional social network analysis to consider networks composed of different types of nodes at varying levels of granularity. The key aim is to demonstrate that network analysis can be used to investigate novel explanatory and outcome variables that hold contextual meaning and can deepen our understanding of the research question at hand Essay 1 develops a predictive method based on product networks to identify customer projects in a retail setting Essays 2 and 3 show the value of network analysis in new product development by recasting product ideas as networks of their constituent features Essay 4 leverages network thinking to enable novel analyses of the fragmented and anonymized event data that will be generated in abundance by the Internet of Things Ultimately the essays showcase a selection of advanced applications of network analysis in marketing science that are arguably of value to scholars as well as practitioners and likely to gain in relevance in the future Journal of Marketing ,1977 Global Branding: Breakthroughs in Research and Practice Management Association, Information Resources, 2019-07-05 To survive in today s competitive and globalized business environment marketing professionals must look to develop innovative methods of reaching their customers and stakeholders Examining the relationship between culture and marketing can provide companies with the data they need to expand their reach and increase their profits Global Branding Breakthroughs in Research and Practice provides international insights into marketing strategies and techniques employed to create and sustain a globally recognized brand Highlighting a range of pertinent topics such as brand

communication consumer engagement and product innovation this publication is an ideal reference source for business executives marketing professionals business managers academicians and researchers actively involved in the marketing Congruency, Expectations and Consumer Behavior in Digital Environments Frederic Nimmermann, 2019-10-23 A progress in technologies the increasing expansion and use of digital environments lead to remarkable shifts of business activities These transformations not only impact business but also affect consumers attitudes beliefs and practices Thus Frederic Nimmermann sheds light on consumer behavior in central subareas in digital environments such as advertising Six essays address specific phenomena in these central subareas for a more profound understanding of consumers and their related behavior Both academia and practitioners profit from the results and implications of this study About the Author Frederic Nimmermann works as a research assistant at the Chair of Marketing and Retailing at the University of Siegen His research focuses on consumer behavior in digital environments Marketing Practice Percival White, Walter Sumner Hayward, 1924 **EBOOK:** Marketing: The Core KERIN, 2017-01-26 EBOOK Marketing The Core and Management Balaji B., 2002 Concept Of Service Service Characterristics Service Expectations The Service Product Service Location Pricing For Services Promotion Services The Service Process Physical Evidence People And Services Internal Versus External Marketing CIM Coursebook Assessing the Marketing Environment Diana Luck, 2010-10-28 Butterworth Heinemann's CIM Coursebooks have been designed to match the syllabus and learning outcomes of our new qualifications and should be useful aids in helping students understand the complexities of marketing The discussion and practical application of theories and concepts with relevant examples and case studies should help readers make immediate use of their knowledge and skills gained from the qualifications Professor Keith Fletcher Director of Education The Chartered Institute of Marketing Here in Dubai we have used the Butterworth Heinemann Coursebooks in their various forms since the very beginning and have found them most useful as a source of recommended reading material as well as examination preparation Alun Epps CIM Centre Co ordinator Dubai University College United Arab Emirates Butterworth Heinemann s official CIM Coursebooks are the definitive companions to the CIM professional marketing qualifications The only study materials to be endorsed by The Chartered Institute of Marketing CIM all content is carefully structured to match the syllabus and is written in collaboration with the CIM faculty Now in full colour and a new student friendly format key information is easy to locate on each page Each chapter is packed full of case studies study tips and activities to test your learning and understanding as you go along The coursebooks are the only study guide reviewed and approved by CIM The Chartered Institute of Marketing Each book is crammed with a range of learning objectives cases questions activities definitions study tips and summaries to support and test your understanding of the theory Past examination papers and examiners reports are available online to enable you to practise what has been learned and help prepare for the exam and pass first time Extensive online materials support students and tutors at every stage Based on an understanding of student

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