

## Introduction to Marketing

- Definition of marketing
- Importance of marketing in business
- Core concepts of marketing (product, price, place, promotion)

## Marketing Environment

- Understanding the marketing environment
- Factors influencing the marketing environment (economic, technological, social, competitive, legal, etc.)
- Impact of the marketing environment on marketing decisions

## Market Research

- Importance of market research
- Types of market research (primary research, secondary research)
- Conducting market research (data collection, data analysis, interpreting findings)

## Consumer Behavior

- Understanding consumer behavior
- Factors influencing consumer behavior (psychological, social, cultural)
- The decision-making process of consumers

## Target Market Selection

- Identifying target markets
- Market segmentation (demographic, psychographic, behavioral, geographic)
- Targeting strategies (undifferentiated, differentiated, concentrated, customized)

## Product and Brand Management

- Product life cycle
- Product development and innovation
- Branding strategies and brand management

## Pricing Strategies

- Factors affecting pricing decisions
- Pricing strategies (cost-based pricing, value-based pricing, competition-based pricing)
- Price elasticity of demand

## Distribution and Channel Management

- Understanding distribution channels
- Channel design and selection
- Channel management and logistics

## Integrated Marketing Communications

# Intro To Marketing Study Guide

**David Nowell, Montrose S. Sommers**



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