

Marketing 1000 Final Exam Study Notes

Needs/Wants/Demands

Needs

- States of felt deprivation, including basic physical needs for food, clothing, warmth, and safety. Social needs for belonging and affection, individual needs for knowledge and self-expression, these needs were not created by marketers; they're basic part of human make up.
- ex need for shelter, food,

Wants

- Form of human needs that take as shaped by culture and individual personality
- We need food, but we want Big Mac's

Demands

- Human wants that are backed by buying power
- we as consumers demand products that we believe will satisfy our wants

Marketing Concepts

The Production Concept

Production Concept – the idea that the buyers will favour products that are widely available and highly affordable.

- management should focus on improving production and distribution efficiency
- useful in two situations: when demand>supply, and when the product's cost is too high so the company can use improved efficiency to bring it down
- can cause marketing myopia – businesses can lose sight of the real objective of building customer relationships by satisfying customers' needs

The Product Concept

Product Concept – the idea that buyers will favour products that offer the most in quality, performance, and innovative features.

- marketing strategy should focus on making continuous product improvements

The Selling Concept

Selling Concept – the idea that the market will not buy enough of the firm's products unless it undertakes a large-scale selling effort.

- typically used with unsought goods, such as insurance and blood donations
- used when a firm faces overcapacity
- marketing focuses on selling what they make rather than what the market wants
- focus on creating sales transactions rather than building long-term customer relationships

The Marketing Concept

Marketing Concept – the marketing management philosophy that holds that achieving organizational goals depends on knowing the needs and wants of target markets and delivering the desired satisfactions better than competitors do.

- customer focus and value are the paths to sales and profits

Marketing 1000 Final Exam Study Notes

Axel Schniederjürgen



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Table of Contents Marketing 1000 Final Exam Study Notes

1. Understanding the eBook Marketing 1000 Final Exam Study Notes
 - The Rise of Digital Reading Marketing 1000 Final Exam Study Notes
 - Advantages of eBooks Over Traditional Books
2. Identifying Marketing 1000 Final Exam Study Notes
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Marketing 1000 Final Exam Study Notes
 - User-Friendly Interface
4. Exploring eBook Recommendations from Marketing 1000 Final Exam Study Notes
 - Personalized Recommendations
 - Marketing 1000 Final Exam Study Notes User Reviews and Ratings
 - Marketing 1000 Final Exam Study Notes and Bestseller Lists
5. Accessing Marketing 1000 Final Exam Study Notes Free and Paid eBooks
 - Marketing 1000 Final Exam Study Notes Public Domain eBooks
 - Marketing 1000 Final Exam Study Notes eBook Subscription Services

- Marketing 1000 Final Exam Study Notes Budget-Friendly Options
- 6. Navigating Marketing 1000 Final Exam Study Notes eBook Formats
 - ePub, PDF, MOBI, and More
 - Marketing 1000 Final Exam Study Notes Compatibility with Devices
 - Marketing 1000 Final Exam Study Notes Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Marketing 1000 Final Exam Study Notes
 - Highlighting and Note-Taking Marketing 1000 Final Exam Study Notes
 - Interactive Elements Marketing 1000 Final Exam Study Notes
- 8. Staying Engaged with Marketing 1000 Final Exam Study Notes
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Marketing 1000 Final Exam Study Notes
- 9. Balancing eBooks and Physical Books Marketing 1000 Final Exam Study Notes
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Marketing 1000 Final Exam Study Notes
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Marketing 1000 Final Exam Study Notes
 - Setting Reading Goals Marketing 1000 Final Exam Study Notes
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Marketing 1000 Final Exam Study Notes
 - Fact-Checking eBook Content of Marketing 1000 Final Exam Study Notes
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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