

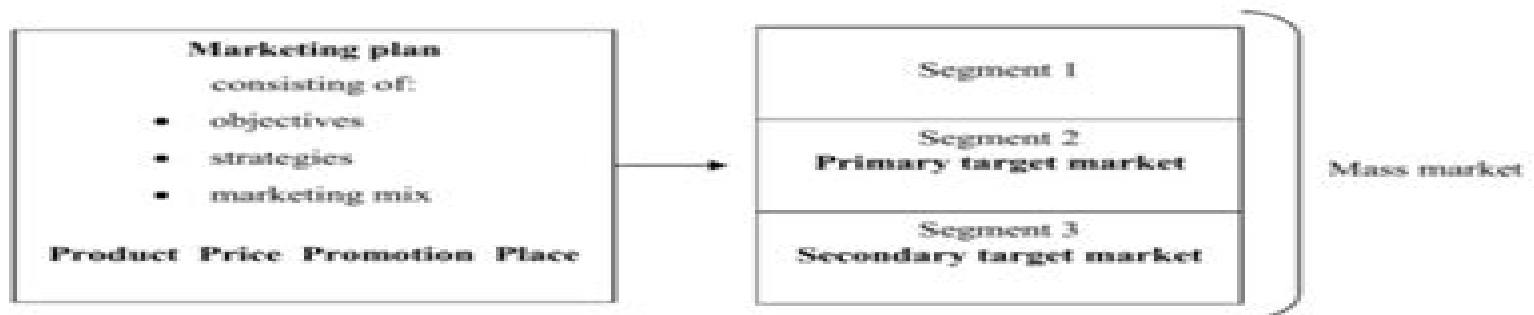
**Business Studies in Action: HSC Course 3<sup>rd</sup> edition**

**Chapter summaries**

**Topic 3: Marketing**

**Chapter 12 Developing marketing strategies**

- A business controls four basic marketing strategies (the four Ps) to reach its target market.
  1. **Product** – anything that satisfies a need or want and can be offered in exchange.
  2. **Price** – the value placed on what is exchanged.
  3. **Promotion** – activities used to communicate to a target market persuasive, positive information about a business and its products.
  4. **Place** – methods used to get the product to the customer.
  
- The four Ps make up the **marketing mix**.
  
- **Market segmentation** allows the business to direct its marketing strategies to specific groups of customers. Consumer market segmented according to demographic, geographic, lifestyle and behavioural variables.



# Business Studies In Action 3rd Edition

**N Noddings**



### **Business Studies In Action 3rd Edition:**

*Business Studies in Action* Stephen John Chapman, Rosalinda Gallina, Natalie Devenish, 2014 *Business Studies in Action Preliminary Course* A. S. Mustafa, Stephen Chapman, Natalie Devenish, 2010-12-01 *Business Studies in Action Preliminary Course Third Edition eGuidePLUS* for teachers contains a HTML and PDF version of the entire student text as well as a complimentary set of targeted electronic resources including **Business Studies in Action** Stephen John Chapman, Mohan Dhall, Natalie Devenish, 2006 The second edition of *Business Studies in Action Preliminary Course* along with the third edition of *Business Studies in Action HSC Course* have been thoroughly revised and updated to meet the requirements of the Stage 6 Business Studies syllabus for New South Wales The *Business in Action* series provides students with contemporary engaging and accessible texts covering all compulsory topic areas An awareness of the learning needs of students is the basis of the writing and construction of these texts Student friendly language is used throughout and concepts are consistently explained in straightforward terms Business theory and practice is linked through the extensive use of Snapshots each accompanied by a set of questions Revision exercises at regular stages check and extend student understanding in line with outcomes Features A level of language that is accessible to all students Introductory business at work stories at the start of each topic to stimulate students awareness of the issues being covered by the topic area A concept map at the start of each topic detailing the areas of study A text that closely follows the syllabus Simple straightforward explanations of complex concepts that are reinforced by numerous up to date statistics and easy to read diagrams Biz Words definitions of the bolded words in the text highlighted in the margin for easy reference Biz Facts interesting and topical snippets of supplementary information to engage students Snapshots profiles of businesses and individuals and the contemporary business issues they face Full colour diagrams illustrations and photographs to capture interest while illustrating and clarifying concepts and ideas Revision exercises that reinforce the business studies concepts and extension exercises for students of higher ability A comprehensive glossary that defines the most important business terms Sample assessment tasks for each topic comprising multiple choice short response and extended response questions

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books in these fields in the TAustralian Books in Print database as at June 1992 and out of print titles notified since December 1989 with titles indexed under 3617 subject headings **Teaching and Researching Motivation** Zoltán Dörnyei, Ema Ushioda,2021-04-21 Cultivating motivation is crucial to a language learner s success and therefore crucial for the language teacher and researcher to understand The third edition of *Teaching and Researching Motivation* reflects the dramatic changes in the field of motivation research With an increased emphasis on dynamic perspectives on motivation and its relations with other individual social and contextual factors this book offers ways in which advances in the field can be put to practical use in the classroom and in research Key new features and material exploration of the motivation to learn languages other than English LOTEs principles for designing L2 motivational studies discussion of emerging areas of research including unconscious motivation and language learning mindsets Providing a clear and comprehensive theory driven account of motivation *Teaching and Researching Motivation* examines how theoretical insights can be used in

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