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 Marketing Management Notes (MBA, BBA, B.Com, Management) for mba, bba, b.com and other management and business studies students. Marketing is the procedure used to control what products or services may be of interest to clients and the plan to use in sales, communications and business development (Kotler et al. 1996).

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 Marketing Management. Analyzing Industries and Competitors; Competitive Marketing Strategies; Designing and Managing Integrated Marketing Communication; Differentiating and Positioning the Market Offering; Managing Marketing Information and Measuring Market Demand; Managing Product Life Cycle Strategies; Managing Product Lines; Market Oriented Strategic Planning

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 Marketing Management Implementing programs to create exchanges with target buyers to achieve organizational goals Demand Management Finding and increasing demand, also changing or reducing demand such as in Demarketing Profitable Customer Relationships Attracting new customers and retaining and building

What is Marketing? Fundamentals of Marketing Management ...
 NOTES 4 MARKETING MANAGEMENT NMIMS Global Access – School for Continuing Education Pride and Ferrel ’ s definition says, “ We define marketing as the process of creating, distributing, promoting, and pricing goods, services, and ideas to facilitate exchange relationships in a dynamic environment ” .

MARKETING MANAGEMENT
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 Marketing is truly old antique art. The marketing activity significantly or without significantly is being in practice by the all human being, first marketing deal can be perhaps accredited to Adam and Eve. Its arrival as a management discipline is of comparatively recent origin. Marketing concept w

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Dr. APJ Abdul Kalam Technical University (AKTU) MBA Notes
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