A Study On Marketing Effectiveness Of Sales Promotion |
e0018a00118057a25017169196c6f774

Integrated Marketing Communication
A Study of the Relative Effectiveness of Major Advertising Media
Benchmark Report
A Comparative Case Study of Marketing Effectiveness Between a Website and Printed Brochures of a Polytechnic in Singapore
The Safety and Effectiveness of New Drugs (marketing of Fixed Combination Drugs and Unapproved New Drugs: Implementation of Drug Efficacy Findings)
Impact of E-Marketing in the Telecom Industry: A Study on Robi Axiata LTD.
An empirical study on marketing effectiveness
A Study to Determine the Effectiveness of Credit Card Marketing Strategies, Targeting a College Student Market
A Study on the Marketing Effectiveness of the Sangam Dairy
A Study of the Effectiveness of International Marketing Strategy in Notebook PC Industry
A Four Nation Study of the Relationship Between Marketing Effectiveness, Corporate Culture, Corporate Values and Market Orientation
Strategic Marketing Effectiveness and Its Relationship to Corporate Culture and Beliefs
Applied Marketing, Loose-Leaf
A Study of Marketing Program Effectiveness at University-owned Teaching Hospitals
Marketing Accountability
Marketing and Performance
Handbook of Research on Effective Marketing in Contemporary Globalism
Radio Programming and Advertising Effectiveness
Marketing Effectiveness in the Hong Kong Insurance Industry
Social Media Marketing Versus Traditional Marketing Methods
Effectiveness of Online Marketing Campaigns
Research and Policy Recommendation to Increase the Marketing Effectiveness of Mrs. Q's Pie Company
Wiley Pathways Marketing
Study of the Effectiveness of Online Marketing on Integrated Marketing Communication
Market-Share Analysis
Improving Marketing Effectiveness
Marketing Research Study for BYU Conferences and Workshops
Effective Television Advertising
Marketing Management Approach at ADMECO AGE
Effective Advertising
Effectiveness in Context
No CEO or CFO wants to hear that their marketing investment was a gamble, and greater accountability for marketing expenditure is one of the biggest issues facing the marketing community today. Marketing Accountability by Malcolm McDonald and Peter Mouncey is a major breakthrough for marketing and essential reading for any marketing professional. Based on seven years' research into global best practice in marketing, it introduces a marketing metrics model that will help you to measure marketing effectiveness, align marketing activities with corporate strategy and deliver accountability. Marketing Accountability will enable senior executives to measure the impact of marketing activities against the goals of an organization, and empower marketers to justify their actions to both CEOs and their Chief Financial Officers.

Building on three well known Marketing books (Marketing for Dummies, Core Concepts of Marketing, and The Ultimate Guide to Electronic Marketing for Small Business), this text creates a concise introduction to the general principles of a marketing course. Introducing Marketing defines basic terms and concepts, describes the key features and characteristics of strategies and tools that practitioners use in their field, and provides students with a strong background with which to apply their newly acquired knowledge.
of online marketing on integrated marketing communication strategy. Specifically, the work aimed at assessing the extent online platform improves the effectiveness of integrated marketing communication strategy. To achieve the objectives of the study, the researcher employed descriptive survey where the marketing/sales department officers of three organization were sampled to collect relevant information regarding the effectiveness of online marketing in actualizing the goal of integrated marketing communication. The organization sampled includes Coca-Cola Nigeria (multinational firm), Uber Nigeria (multinational Firm) and ABC paint (domestic firm) in carrying out the study. Information was obtained from the respondents using questionnaire instrument of data collection using 5 point Likert Scale. The data was analyzed using descriptive statistics (mean, standard deviation, Skewness etc) and frequencies (percentages, table and graph). From the research findings, it was revealed that online marketing is effective in integrated marketing communication strategy of the organisation by increasing the brand awareness, improves customer satisfaction, easy integration and management, and facilitates automation of marketing activities. It was equally revealed that integrated marketing online effectiveness can be measured using a number of metrics including consumer interaction on site, number of repeated visit, sales volume and profits among others. The researcher also discovered that the trending online marketing tools employed by most organisation includes, e-mail marketing, social media marketing, search engine marketing, artificial intelligence and chartbot among others. It is therefore recommended among others that organizations need to employ various artificial intelligence technology to gather as much information as they can about their customer needs, psychographic, geographic and demographic information to determine what marketing strategy and medium will appeal most to the targeted customers and channel more of the marketing effort towards such direction. Internet advertising has come off age; yet little is known in research and practice about how digital channel advertising really works. The empirical research in this thesis intends to fill this gap and shed light on the effectiveness of online advertising. Two studies are conducted that focus on
multichannel online advertising and search engine advertising, the single-most important online ad
channel. In an interdisciplinary approach, both studies first develop comprehensive theoretical models
based on existing work in related research fields—for example, marketing and information retrieval. This
approach pays off and leads to new and insightful findings: - There are synergies in multichannel online
advertising: purchase propensity increases when consumers receive advertising messages through
multiple channels. - The channel order can influence the conversion probability. - Click-through rates in
search engine advertising are influenced through various keyword criteria on semantic and syntactic
level The results of this thesis constitute an important starting point for future research in online
advertising. Furthermore, the results enable practitioners to improve the effectiveness of online
advertising through a more differentiated campaign management approach. Based on its findings, the
thesis outlines how a future integrated approach to online advertising could look like.

Foreword

In April 1971, Los Angeles and its satellite cities were treated to one of its least interesting and least
publicized elections in years. Nothing seemed to be hotly contested. A few Los Angeles city councilmen
were up for reelection as were some members of the Board of Education and the Board of Trustees of
the Community Colleges. - Nakanishi, Cooper and Kassarjian [1974] Our colleague, Professor Harold
H. Kassarjian, ran for one of the seats on the Board of Trustees and received 17,286 votes. While he
lost the election, he had collected the data which he felt characterized voting in such low-involvement
cases. He asked us to join him in writing a follow-up to a study of a similar election which had been
published the previous fall in Public Opinion Quarterly. Neither of us was content with the methods and
models used in the prior study. Shares are different than other criteria, be they vote shares, market
shares or retail stores' shares of customers. Different methods are needed to reflect their special
nature. And thus began a research collaboration, running 17 years, so far. Though our combined
research efforts have covered diverse areas of consumer choice behavior, in recent years we came to
the realization that our models and analytical methods might be very profitably employed in the analysis
of market-share figures for consumer products. The marketing research process needs to follow these steps: defining the problem and research objectives, developing the research plan, collecting the data, analyzing the data, then presenting the findings. In general, the specific marketing research major activities include: Research into customer needs and expectation and a variety of qualitative techniques are used to study the often complex sets of expectations that customers have with respect to a purchase. For example, when buying a personal computer, what are customers' expectation with respect to reliability, after-sales support, design etc? Customer satisfaction surveys indicate customer areas of satisfaction or dissatisfaction; how spending money on various forms of communication, such as advertising, sales promotion, and public relations; researching similar industry studies about competitors in completely unrelated business sectors how to improve own marketing effectiveness; researching key client studies about number of customers how to make special efforts to ensure that these customers are satisfied with its standards of service and prices; researching into intermediaries, such as agents dealers are close to consumers to gather information about consumers' needs and expectation. For example in relation to reliability, delivery times and after sales services; researching front line employees their attitude towards the company and researching environmental scanning changing on trends to influence the company development in the future. Structure of market research includes spending on market research, types of market research and potential problem. Market research means researching the the immediate competitive environment of the marketplace, including customers, competitors, suppliers, distributors and retailer. Otherwise, marketing research includes all the above and companies and their strategies and markets of whose products sale or services provision and the wider environment within which operates ( e.g. political, social, economic etc factor influences). Hence, marketing research means the systematic design, collection, analysis and reporting of data and finding relevant to a specific marketing situation facing the organization. In general, the ten most common market research activities for a large retailer data collection, include determination of
market characteristics, measurement of market potential, market share analysis, sales analysis, studies of business trends, short range forecasting, competitive product studies, long range forecasting, pricing studies and testing existing products. The reasons why a large retailer needs to conduct that research in new product development include the product must appeal to the customer, timely market research can help the large retailer to predict its client's needs/wants, market research tends to point out success and failure before its product is launched for real and it can save its money and time. A large retailer's market research can be sources by either primary or secondary or both and it can use either qualitative or quantitative or both methodologies and it can achieve objectives either exploratory or descriptive or causal experimental. The primary source is collection of data specifically for the problem or project in hand and the secondary source is based on data previously collected for purposes other than the research in hand. e.g. published articles, governments etc.

Seminar paper from the year 2003 in the subject Business economics - Marketing, Corporate Communication, CRM, Market Research, Social Media, grade: 1, University of Strathclyde, language: English, abstract: This paper discusses the potential benefits of marketing management for a small business operation, in this case ADMECO AG. The first part of the assignment introduces the concept of marketing orientation as a theory and critically assesses the marketing orientation in the company. In section two, a marketing audit evaluates the current situation, drawing on supporting material from primary & secondary market research sources. The potential for marketing activities in the organisation is considered in section three, while section four offers an example of a 3-part recommendation on alternative sales channels, new communication technology and relationship management as an added value for the customer and for corporate performance. Finally, the last section takes my recommendations for the company and builds a possible plan of action on them. This dissertation, "Marketing Effectiveness in the Hong Kong Insurance Industry: a Study of the Elements of Marketing Strategy and Their Effect on Performance" by Clive Ambrose, Brook-Fox, was obtained from The University of Hong Kong (Pokfulam, Hong Kong) and is being sold.
Applied Marketing is a concise product that provides the very latest examples of marketing techniques and campaigns from today’s business world without compromising on traditional theories of marketing. Marketing is about decision making and professors want material that will help students develop their critical thinking skills so they can think like a marketer and see that marketing is everywhere around them. Who better to develop such a product than a practitioner, Andrew Loos of Attack Marketing, and an academic, Daniel Padgett of Auburn University. Together these authors provide insights into what employers need, know the latest tools used by companies today and can help students smoothly move from the classroom to their careers. Applied Marketing connects traditional marketing with customer-perspective marketing, thus teaching students the value of allowing customers to feel more connected to the product, brand and company. The issue being investigated in this thesis concerns the extent to which marketing practices impact upon business performance and how the competitive environment influences the market orientation-performance relationships in an industrialised nation and a developing economy. This thesis takes as its underlying theoretical framework, the marketing-performance paradigm of marketing strategy theory and practice and involves a thematic study of marketing practices, their relevance in different environmental scenarios and effects on a variety of performance measures. In order to determine the universal importance of marketing principles, the effects of various facets of marketing such as marketing culture, marketing effectiveness and market orientation on both customer-based and financial performance indicators, are investigated in the United Kingdom (UK) and Ghana. The contribution to knowledge stems from the systematic application of marketing principles to describe the behaviour of firms in a range of
businesses and, on the basis of primary data, determine whether firms that engage in sound marketing practices, are characterised by relatively higher performance levels irrespective of the environment. This thesis contains eight empirical papers, one case study and one conceptual article on the U.K. and Ghana and the findings have been published/scheduled for publication in key internationally refereed journals in the management/marketing fields. Within the U.K context, issues relating to marketing culture, marketing effectiveness and their effects on various performance dimensions are explored. Moreover, the concept of market orientation, its impact upon measures of business effectiveness, efficiency and adaptability, and the extent to which environmental factors influence these relationships are examined. Sectors to which specific marketing constructs could be appropriately applied are selected for survey. These include marketing effectiveness in large organisations (over 500 employees), marketing culture in service firms, and market orientation in the small business (10 to 50 employees) and high technology (biotechnology) sectors. This approach facilitates a comprehensive testing of these different but related constructs in diverse contexts and provides useful conclusions on the efficacy of marketing principles in business practices. In the context of Ghana, the role of marketing is examined against the background of the International Monetary Fund's (IMF) structural adjustment policies (SAP). This is followed by a study of the effects of corporate culture on market orientation and a case study on performance of firms which have adapted successfully to the changes taking place in Ghana's liberalised economy through effective implementation of SAP-tailored marketing strategies. In addition, a comparison of the marketing activity-performance association among foreign and domestic firms is undertaken together with an investigation of the market orientation performance link and potential moderators of the relationship. Studying the role and effectiveness of marketing in these different scenarios provides invaluable insights into the relevance of marketing principles in a developing economy. Overall, this thematic approach facilitates a thorough exploration of the significance of marketing practice in industrialised and developing economies and, more importantly,
tackles the research question posed at the outset. Generally, the results indicate that in the UK, sound marketing practices exert a positive impact on performance while in Ghana, foreign firms' marketing practices are found to exert a greater effect on performance than those of domestic firms. Moreover, in the UK, a significant link between market orientation and performance emerges over a shorter period compared with a similar analysis in Ghana. Managerial implications of the findings are subsequently highlighted and future research directions are identified and discussed. The 21st century has brought about many changes in the economic realm due to acceleration of globalization. The competitive landscape in numerous areas must always be reinvented to account for these changes, therefore making different marketing efforts a requirement for long-term success. The Handbook of Research on Effective Marketing in Contemporary Globalism provides readers with an understanding of the importance of marketing products and services across different cultures and languages in an era of high global competition. Intensified globalization, shifting demographics, and rapid innovations in technology and productivity solidify this publication's importance to scholar-practitioners, business executives, and undergraduate/graduate students. Marketing is as important as producing a product. Now a days customers are not only satisfied with good quality or longer lasting product they want a better brand. It's become more realistic when the product is technology oriented. So the importance of marketing a products properly increase dramatically, so do the tools marketer use to market their product. Increase use of technology led us to e-marketing. Mobile industry is in the core of technology oriented product. Marketing such a product through e-marketing becomes inevitable. Impact of e-marketing in Robi Axiata LTD. is getting bigger. This research concludes that e-marketing is preferred among mobile users. They prefer interactive communication in web sphere. Mobile users think that social media is a better way to reach them. And Robi is conducting their e-marketing activity effectively. However Robi should concentrate on customize e-marketing rather than generic. Also this research concludes some recommendations. This research tries to accumulate whether customers prefer e-
marketing, its effectiveness & role of social media into a Robi’s marketing activity which together create impact on e-marketing of Robi. This research is solely based on only regular user of Robi Axiata LTD. Also this research is based on convenient sampling. So there are opportunities for further research on larger population or based on total industry. Apart from mentioned variables there are possibilities of including this research’s extraneous for further research. Internet advertising has come off age; yet little is known in research and practice about how digital channel advertising really works. The empirical research in this thesis intends to fill this gap and shed light on the effectiveness of online advertising. Two studies are conducted that focus on multichannel online advertising and search engine advertising, the single-most important online ad channel. In an interdisciplinary approach, both studies first develop comprehensive theoretical models based on existing work in related research fields—for example, marketing and information retrieval. This approach pays off and leads to new and insightful findings: - There are synergies in multichannel online advertising: purchase propensity increases when consumers receive advertising messages through multiple channels. - The channel order can influence the conversion probability. - Click-through rates in search engine advertising are influenced through various keyword criteria on semantic and syntactic level. The results of this thesis constitute an important starting point for future research in online advertising. Furthermore, the results enable practitioners to improve the effectiveness of online advertising through a more differentiated campaign management approach. Based on its findings, the thesis outlines how a future integrated approach to online advertising could look like. The present study which aimed to examine the "A STUDY ON THE MARKETING EFFECTIVENESS OF THE SANGAM DAIRY, in Guntur districts (A.P.)." The dairy marketing has dearth of evaluation studies available and it is an attempt by the researcher to undertake a study of this type. The study cover the customer preferences and satisfaction to the dairy products and effectiveness of distribution channels and sale promotion activities of the Sangam dairy products based on the opinion expressed by the sample respondents. The primary data regarding
customer preferences and satisfaction of the diary products and effectiveness of distribution channels and sales promotion activists were collected by employing a schedule for the respondents or consumers. An attempt was made to draw conclusion from the analysis of both primary and secondary data which will help the management of Sangam dairy to evolve polices and affect improvements quality, delivery, distribution and sales promotion. Understanding Effective Advertising: How, When, and Why Advertising Works reviews and summarizes an extensive body of research on advertising effectiveness. In particular, it summarizes what we know today on when, how, and why advertising works. The primary focus of the book is on the instantaneous and carryover effects of advertising on consumer choice, sales, and market share. In addition, the book reviews research on the rich variety of ad appeals, and suggests which appeals work, and when, how, and why they work. The first comprehensive book on advertising effectiveness, Understanding Effective Advertising reviews over 50 years of research in the fields of advertising, marketing, consumer behavior, and psychology. It covers all aspects of advertising and its effect on sales, including sales elasticity, carryover effects, content effects, and effects of frequency. Author Gerard J. Tellis distills three decades of academic and professional experience into one volume that successfully dismisses many popular myths about advertising.

Copyright code: e0018a00118057a25017169196c6f774