

TO DO:

- Review Pricing Video
- Review Practice Questions and Explanations
- Review Retrieval Practice Videos

Introduction to Marketing (Chapter 1 and associated articles and lectures)

- Know the definition of marketing, and be familiar with the fundamental ideas contained within the definition.
 - **Marketing:** the activity, set of institutions, and processes for creating, communicating, delivering, and exchanging offerings that have value for customers, clients, partners, and society at large
 - Seeks to discover the needs and wants of customers and how to satisfy them
 - Markets goods, services, and ideas
 - A dynamic (constantly changing), important, challenging function for any organization, person, country
- Understand the elements of a “marketing mix” that are “controllable” – the 4 P’s. Revisit the discussion we had in class about the uncontrollable environmental factors that affect marketing activities. Understand how marketers can shift the marketing mix to best-meet the needs of different target markets.
 - **Controllable elements (The 4 Ps)**
 - Product, place, price, promotion
 - Uncontrollable factors
 - Social, economic, technological, competitive, regulatory
- Know the definition of marketing utility, and the various types of utilities marketers provide.
 - **Marketing Utility** – the elements needed for an exchange or purchase to take place between company and customers (utility – the value or benefit a customer receives from the exchange)
 - Form Utility – specialization (EX: Harvey Davidson custom motorbikes)
 - Place Utility – proximity, availability (vending machine)
 - Time Utility – always available (Amazon Prime)
- Understand the role of central markets, middlemen, and money in providing utility.
 - All about making the exchange as efficient as possible
 - Buyers / sellers
 - Intermediaries (middlemen) – stores, etc
 - Currency used to purchase goods and services
 - Central markets are a better system because they are specialized and efficient
- Understand the role of marketers, consumers, and government in a market economy. Revisit our discussion of a marketer’s responsibility to three key constituency groups – and the inherent conflict that can be created.
 - **Market economy:**
 - Positives: the mix of goods and services society values at the lowest possible price to create a higher standard of living
 - Negatives: unequal opportunity, inequality (unequal outcomes), social problems
 - **Marketers:**

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Proceedings of the 1999 Academy of Marketing Science (AMS) Annual Conference Charles H. Noble,2015-02-02

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