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the **Marketing Plan Handbook** is the only planning guide for readers, step by step, through the complete development of a realistic, individual marketing plan. Your marketing plan, step by step, appears at the end of each chapter. By answering questions and monitoring the proposed data sources, students will have a start in gathering information and analyzing alternatives for their plans. Students will also find new perspectives on the practical application of key marketing concepts. No matter what marketing plan they create, these features help generate ideas and think about critical issues. A real look at marketing planning: It's contains dozens of new examples that illustrate how marketing planning is actually conducted in consumer and business markets, large and small companies, traditional and online businesses, USA, United States, international firms and non-profit organizations. New functions! An example of a marketing plan. PretzL Elegance. Based on a fictional startup company, this study gives students an idea of how a typical marketing plan is organized and presented. The plan covers how a company can analyze market needs and trends, study environmental factors, look at the competitive situation and set goals that need to be achieved. It also affects segmentation, targeting and positioning. A variety of marketing strategies and programs needed to launch a new product and some of the metrics used in assessing the effectiveness of marketing. Marketing process model: The new concept model, presented in Chapter 1, guides students through the process of creating a marketing plan that is repeated in all ten chapters, and serves as a you-here map for the theme book. Use this model to visualize the connections between steps and focus on three key outcomes of any marketing plan: to provide value, build relationships and make a difference to stakeholders. Checklists ensure that students' marketing plans cover all the basics. Each chapter summarizes the key areas that need to be explored. As students answer questions, they get good ideas to create a realistic marketing plan, get an idea of the complexities of the planning process, and identify specific details for follow-up later in the process. Topics include: Understanding the overall picture for marketing Planning Analysis of the current marketing situation Analyzing markets and customer needs Identifying and Evaluation Segments of The Setting Marketing Plan Targets Analysis and Product Planning Strategy/ Planing Price Strategy/ Cannel and Logistics Issues/ Plan marketing communications/ Plan Marketing Audit/ Practical margin planning tips help students make the transition from theory to application. They emphasize the various practical aspects of planning and mention specific issues or issues that should be addressed at each stage of the process. Powerful PowerPoint presentation includes advanced content and eye-catching graphics to make this a high power presentation package for instructors. Exclusive Features Online Full Glossary/ An sketch showing the main sections of the marketing plan second sample marketing plan/ Links to selected online marketing resources/ Decisa issues for each chapter of The Factor Materials, including an updated PowerPoint presentation available on www.prenhall.com/wood a new example of a marketing plan. A new example of a marketing plan for PretzL Elegance, a fictional startup, serves as a model for generalizing the current marketing situation, planning marketing activities and preparing for Results. New examples of marketing plans in action. Reflecting real solutions and challenges, this edition includes dozens of new examples of consumer and B2B marketing, product and service marketing, traditional and digital marketing, American and global marketing, marketing, marketing and marketing by government agencies. New coverage of modern concepts, trends and technologies. Coverage of cocreation, group shopping, mass tuning, mobile marketing, multichannel marketing, neuromarketing, showrooming, social gifting, social media, and other important new marketing developments. New CD codes to demonstrate internet marketing. Each chapter includes at least five codes scanned using a smartphone app, leading to work on the home pages of companies, nonprofits and government agencies. By following the zR codes or entering the URLs provided in the text, you'll see how marketers present themselves online and take a look at a few key sites that marketers should know about. Recently revised checklists. Each chapter contains a recently revised checklist to focus on the most important aspects of marketing planning, from situation analysis to marketing auditing. Answer the checklist questions to get through the details of preparing a marketing plan. New PowerPoint presentation. For use in the classroom, the presentation has been carefully updated to detail all the steps in the marketing process, with a particular focus on the latest marketing concepts and techniques. Foreword 1. Marketing Planning: New Tempo, New Opportunities 2. Analysis of the current situation 3. Understanding Markets and Customers 4. Segmentation, targeting and positioning 5. Direction planning, goals and marketing support 6. Product development and brand strategy 7. Develop a pricing strategy 8. Develop channel strategy and logistics 9. Develop marketing communications and influence strategy 10. Plan a metric and application to manage your implementation. An example of a marketing plan. PretzL Elegance Glossary. 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About the author: Marian Burke Wood has served as Vice President of Corporate and Nonprofit Marketing at Citibank, JP Morgan Chase and the National Retail Federation, as well as senior positions in national retail chains. In addition to the Marketing Plan Handbook, she is the author of a basic guide to marketing planning and marketing planning: Principles in Practice, both targeted at the European market. Wood holds an MBA in Marketing from Long Island University in New York and a bachelor's degree from City University of New York. He has a lot of practical experience in marketing planning, has formulated and implemented dozens of marketing plans for various products and services. It has also developed numerous chapters, cases, sample plans, exercises, and printed and digital supplements for college textbooks in marketing, advertising and related disciplines. Her special marketing interests include social media, ethics, segmentation, channels and B2B marketing. 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