



*Training Course:*  
***MARKET LEADERSHIP & MARKETING  
STRATEGIES***

*22 - 26 July 2024*  
*Kuala Lumpur (Malaysia)*  
*Royale Chulan Kuala Lumpur*

## Training Course: MARKET LEADERSHIP & MARKETING STRATEGIES

Training Course code: MA234711 From: 22 - 26 July 2024 Venue: Kuala Lumpur (Malaysia) - Royale Chulan Kuala Lumpur  
Training Course Fees: 5250 € Euro

### INTRODUCTION

Developing marketing plans and strategies in today's fast-paced business environment is the most challenging it has ever been. There is an increasing choice of interactive devices, platforms, and channels that customers use ranging from smartphones and tablets to social networks and search engines. In order to maintain market leadership, organizations have no choice but to innovate rapidly to stay ahead of the competition. However, creating a culture of innovation doesn't come easily. This course is designed to give delegates a clear, in-depth understanding of core marketing concepts, tools, and best practices used by market leaders.

This Market Leadership & Marketing Strategies training course provides delegates a deep dive into the methodology and marketing strategy that will generate market growth and measurable results. A well-developed marketing strategy will help you obtain your business goals and build a strong reputation for your products and services. To be of value, a comprehensive marketing strategy needs to be driven by market research and focus on the product mix in order to achieve maximum, long-term profitability. Delegates will walk away from this training course with market leader skills to create, recommend, and execute marketing plans, programs, and strategies resulting in increased market share, profitable growth, and expansion of the organization's products and services.

This training course will highlight skills to:

- Analyze customer research, market conditions, and competitor information
- Develop, plan and implement marketing initiatives
- Evaluate and monitor the effectiveness of integrated marketing campaigns
- Effectively integrate social media marketing into a traditional marketing plan
- Utilize marketing to build customer loyalty and brand awareness

### TRAINING OBJECTIVES

At the end of this training course, you will learn to:

- Engage consumers on social media to expand brand awareness
- Evaluate market trends and recommend changes to market strategies
- Communicate with target audiences and manage customer relationships
- Integrate the best practices of market leaders
- Expand and develop marketing platforms
- Report on return on investment and key performance metrics

### TRAINING METHODOLOGY

This training course encourages delegate participation through a combination of lectures, group discussion, practical exercises, case studies, video clips, and breakout sessions designed to reinforce new skills.

### ORGANISATIONAL IMPACT

Major Benefits to the organization include:

- Unified marketing strategy throughout the organization
- Better market expansion generating more profitability
- Improved sales effectiveness for products and services
- Streamlined approach to social media marketing
- Increased number of repeat customer sales
- Greater brand awareness

## PERSONAL IMPACT

Participants will gain the following significant benefits:

- Improved marketing acumen and effectiveness
- Enhanced face-to-face communication skills
- Greater self-confidence and capability to achieve results
- Increased opportunity for recognition and promotion
- Enhanced goal-setting ability
- Increased capacity to adopt new marketing technologies and best practices

## Target Audience

This training course is for anyone who desires to expand their expertise in marketing best practices, policies, and procedures. Delegates do not require any previous marketing experience to benefit from this training seminar. This training course is suitable for a wide range of professionals, but will greatly benefit:

- Marketing Professionals
- Public Relations Practitioners
- Marketing Managers
- Sales Managers
- Brand Managers
- Business Owners

## Course Outline

### DAY 1

#### Marketing Communication Principles and Best Practices

- Keeping up with Communication Technology and Innovation
- The Power of Non-verbal Communication in the Marketing Process
- Strategies for Marketing to Different Customer Types
- Active Listening and Questioning Skills to Promote Effective Communication
- Techniques for Giving and Receiving Constructive Feedback

### DAY 2

#### Building Your Position as a Market Leader

- Developing Strategic Marketing Objectives with SMART Goals
- Identifying your Target Market with SWOT Analysis

- Profiling and Targeting Potential Customers with Market Research
- Benchmarking your Competitors' Products, Pricing, and Marketing Tactics
- Implementing the Elements of the Marketing Mix
- Customer Relationship Management: Creating the Ultimate Customer Experience

## DAY 3

### Using Social Media Marketing to Increase Market Share

- Social Media Marketing Advantages and Disadvantages
- Creating a Social Media Marketing Strategy
- Social Media Marketing Platforms
- Online Brand Reputation Management
- How to Measure Social Media Effectiveness
- Social Media Best Practices

## DAY 4

### Key Elements of a Successful Marketing Strategy

- Market Leader Advantages and Disadvantages
- Eastman Kodak: From Market Leader to Bankruptcy
- The Four Stages of the Product Life Cycle
- Customer Lifecycle Management: How to Increase Customer Lifetime Value
- Utilizing Customer Service to Increase Sales and Brand Loyalty
- Developing an Integrated Marketing Plan with the SOSTAC Model

## DAY 5

### The Roles and Responsibilities of Successful Market Leaders

- Team Building and Employee Empowerment
- The Art of Delegation and Outsourcing
- Leading Organizational Change Management
- Building a Market Leader Organizational Culture
- Establishing Sales Territories and KPI Goals
- Developing a Market Leader Action Plan

## Registration form on the Training Course: MARKET LEADERSHIP & MARKETING STRATEGIES

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Company Information

Company Name: .....  
 Address: .....  
 City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
- Please invoice me
- Please invoice my company

### Easy Ways To Register

Telephone:  
+201095004484 to  
provisionally reserve your  
place.

Fax your completed  
registration  
form to: +20233379764

E-mail to us :  
info@gh4t.com  
or training@gh4t.com

Complete & return the  
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to: Global Horizon  
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Giza, Giza Governorate,  
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