



*Training Course:  
Effective Marketing Management & Research  
Methods*

*3 - 7 February 2025  
Milan (Italy)*

## Training Course: Effective Marketing Management & Research Methods

Training Course code: SM234621 From: 3 - 7 February 2025 Venue: Milan (Italy) - Training Course Fees: 5250 € Euro

### Introduction

With competition increasing every day and the mounting pressures that characterize tough economic times, you need proven marketing techniques to generate demand for your products and services. This training course offers a variety of important marketing concepts that will give you solid knowledge about conventional marketing topics such as marketing planning, marketing audit, marketing communications, and marketing research. It is a must for professionals who would like to explore marketing arenas for the first time or wish to refresh their marketing know-how

### Course Objectives of Marketing Management & Research methods

- Define the marketing framework of a business organization
- Conduct marketing audits and analysis to better examine the micro and macro environments
- Combine best practices, tools, and models to implement an effective marketing and sales management system
- Develop strategies, initiatives, and programs to build and sustain a competitive market advantage
- Apply planning and the execution of advanced marketing strategies to enhance organizational results

### Course Outlines Marketing Management & Research methods

#### Day 1: Marketing concepts

- Marketing management defined
- Evolution of the marketing concept
- Differences between marketing and selling
- Scope of marketing management
- Setting the scene: the marketing mix
- Using the 4Ps marketing mix model

#### Day 2: Marketing audit and planning

- Understanding the marketing environment
- Various marketing analysis techniques
  - 'PESTLE' analysis
  - 'SWOT' analysis
  - The five forces model M. Porter
  - Customer analysis
  - Competitive analysis
- The marketing audit
- Marketing planning

#### Day 3: Market segmentation, targeting, and positioning

- Market segmentation defined
- Basis of market segmentation B2C
- Basis of market segmentation B2B
- Criteria for successful segmentation
- Market targeting
- Market positioning
- Steps in market segmentation, targeting, and positioning

#### Day 4: Marketing communication and campaigns

- Elements of the communication process
- Steps in creating a promotional campaign
- The goals and tasks of promotion
- The 'AIDA' concept
- Setting the advertising budget
- The various media types
- Media scheduling
- Evaluating promotional campaigns

#### Day 5: The Product Life Cycle PLC: a strategic approach

- The PLC concept
- Marketing strategies for PLC
- The promotion mix and marketing objectives
- Characteristics promotion mix elements
- Promotion mix strategies across the PLC
- Push and pull strategies

#### Marketing research

- Marketing research defined
- The marketing research process
- Secondary and primary data
- Questionnaire design
- Forms of survey research

## Registration form on the Training Course: Effective Marketing Management & Research Methods

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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: .....  
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### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
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### Easy Ways To Register

Telephone:  
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