

Chapter 1: Defining Marketing for the 21st Century

The Importance of Marketing

- Marketing is essential for a company to define itself.
- Marketing aims to:
 - Explain what makes the company/product different
 - Understand what customers are looking for
- Define and deliver the company's value proposition.
- Financial success often depends on marketing ability

The Scope of Marketing

To prepare to be a marketer, you need to understand

What marketing is,

How it works,

who does it,

And what is marketed.

What Is Marketing?

Marketing is an organizational function and a set of processes for creating, communicating, and delivering value to customers and for managing customer relationships in ways that benefit the organization and its stakeholders.

Marketing is about identifying and meeting human and social needs.

One of the shortest good definitions of marketing is “meeting needs profitably.

Marketing management: the art and science of choosing target markets and getting, keeping, and growing customers through creating, delivering, and communicating superior customer value.

What Is Marketed?

GS EE IL PPP Q

Marketers market 10 main types of entities: goods, services, events, experiences, persons, places, properties, organizations, information, and ideas

1. **GOODS** Physical goods constitute the bulk of most countries' production and marketing efforts. Each year, U.S. companies market billions of fresh, canned, bagged, and frozen **food products** and millions of **cars, refrigerators, televisions, machines**, and other mainstays of a modern economy.
2. **SERVICES** As economies advance, a growing proportion of their activities focus on the production of services. The U.S. economy today produces a 70–30 services-to-goods mix. Services include the work of airlines, hotels, car rental firms, barbers and beauticians, maintenance and repair people, and accountants, bankers, lawyers, engineers, doctors, software programmers, and management consultants. Many market offerings mix goods and services, such as a fast-food meal.

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