

## *An Overview of Marketing*

### **Lecture 1**

#### **Objectives**

##### *Define marketing*

*Activity, set of institutions, and processes for creating, communicating, delivering, and exchanging offerings that have value for customers, clients, partners and society and for!*

##### *Define the role of marketing in organizations*



##### *Describe four marketing management philosophies*

*Marketing Concept: ideas that the social and economic justification for an organization's existence is the satisfaction of customer wants and needs while meeting organizational objectives*

*Production = What can we make or do best?*

*Sales = How can we sell more aggressively?*

*Market = What do customers want/need?*

*Value = What do customers value (benefits - cost)?*

*Describe several reasons for studying marketing: Important to society, important to business, good career opportunities*

#### **1. What is Marketing?**

*a) Definition: Activity, set of institutions, and processes for creating, communicating, delivering, and exchanging offerings that have value for customers, clients, partners and*

# Marketing Study Guide

**Thomas Paczkowski**

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