

Chapter 12: Marketing Management

Marketing Mix- The 4 Ps

- **Product**
- **Promotion:** How you communicate that product to your stakeholders/customers/etc.
- **Price:** Selling price
- **Place:** (distribution) How you're gonna get your product to customers. (online, in store, at mall)

Consumer Products

Convenience products

- Used routinely- consumer spends little time deciding
- Important for products to be available- sell in many locations, have competitive pricing, and a lot of promotion.

Shopping Products

- Customers compare brands on quality, price, customer service
- Important to promote effectively

Specialty Products

- Customers know exactly what they want- will do whatever it takes to find their preferred brand
- Brand image is important

Business Products

Installation and accessory equipment

- Machinery/technology used to manufacture your product

Raw materials, component parts, process materials

- Buying parts from companies

Maintenance, repair, and operations (MRO) supplies

- Light bulbs, computers, etc

Business Services

- One business sells to another a service

Developing and Managing Products

Product class= Broadest classification

- Example: Major Home appliances

Example

Nike's Product mix

Product categories:

- Footwear
- Apparel
- Equipment

Product line:

Footwear

- Sneakers
- Cleats
- Flip flops

Chapter 12 Marketing Management Gimmenotes

Shasha Hu



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