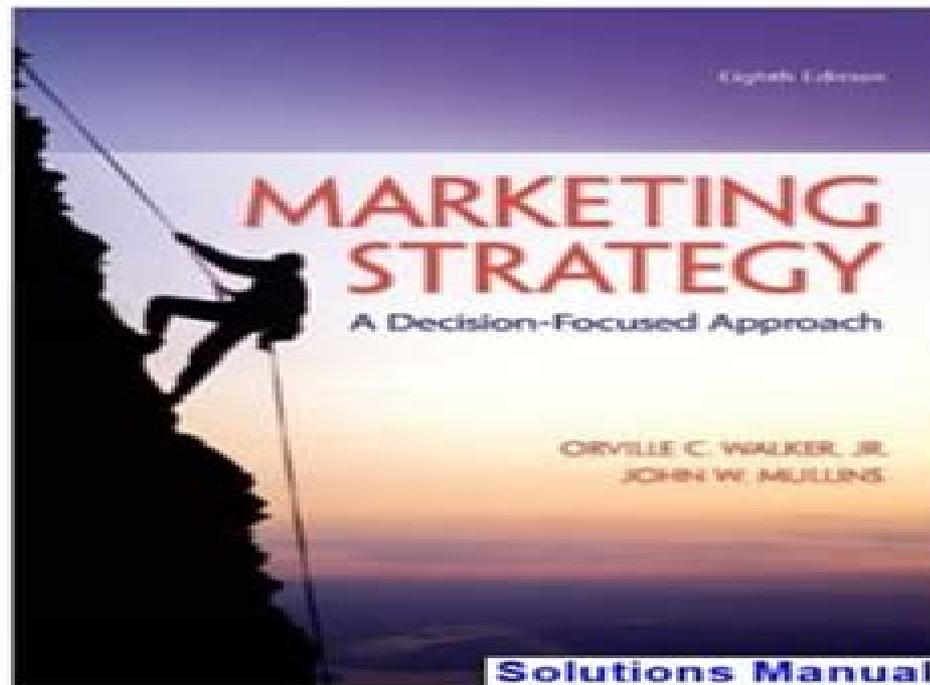


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(For 2nd Semester Students under Gauhati University) DR. RAJU SUBBA, DR. PORAG PACHANI, 2025-04-12 Marketing is an essential function of any business bridging the gap between products and consumers. In today's dynamic business environment, understanding the principles of marketing is crucial for students aspiring to build careers in commerce and management. The National Education Policy (NEP) 2020 emphasizes a multidisciplinary and practical approach to learning, encouraging students to develop analytical and decision-making skills in real-world business scenarios. Keeping this in mind, *Principles of Marketing* has been designed to cater to the academic needs of B.Com 2nd Semester students of Gauhati University while aligning with the latest developments in marketing strategies and practices. This book provides a comprehensive yet simplified approach to the fundamental concepts of marketing, ensuring clarity and application-oriented learning. The content is structured into five well-defined units covering key aspects of marketing:

Unit I: Introduction This unit lays the foundation for marketing by exploring its nature, scope, and importance. It traces the evolution of marketing and differentiates it from selling. Additionally, it introduces the marketing mix and examines the marketing environment, discussing its various components including economic, demographic, technological, natural, socio-cultural, and legal factors.

Unit II: Consumer Behaviour A marketer's success largely depends on understanding consumer behavior. This unit explains the nature and importance of consumer behavior, the buying decision process, and the various factors that influence consumer choices. It further explores market segmentation, targeting, and positioning (STP) and distinguishes between product differentiation and market segmentation.

Unit III: Product This unit focuses on product concepts and classifications along with the importance of product mix, branding, packaging, and labeling. It also discusses product support services, the product life cycle, and the new product development process. The consumer adoption process is explained to provide insights into how consumers accept and use new products.

Unit IV: Pricing and Distribution Pricing is a crucial aspect of marketing strategy. This unit delves into the significance of pricing factors affecting price determination and various pricing policies and strategies. It also covers distribution channels, their types, functions, and factors affecting their selection. Special attention is given to wholesaling, retailing, e-tailing, and physical distribution.

Unit V: Promotion and Recent Developments in Marketing This unit discusses the nature and importance of promotion, the communication process, and the different types of promotion, including advertising, personal selling, public relations, and sales promotion. It also examines the promotion mix and the factors affecting promotional decisions. Additionally, this unit introduces students to emerging trends in marketing such as social marketing, online marketing, direct marketing, services marketing, green marketing, rural marketing, and consumerism.

Throughout the book, efforts have been made to present the concepts in a structured and student-friendly manner. The book includes real-life examples, case studies, and self-assessment questions to encourage critical thinking and practical application of marketing concepts. This book is expected to serve as a valuable resource for students, educators, and aspiring marketers. We hope it fosters a deeper understanding of marketing principles and equips students with the knowledge required to

navigate the ever evolving marketing landscape **Marketing Strategy** ,2006 **Strategic Marketing Decisions** Isobel Doole,Robin Lowe,2006-06 Reviewed by CIM this course book is part of the Elsevier Butterworth Heinemann s 2006 07 CIM Coursebook series *Heritage, Culture and Society* Salleh Mohd Radzi,Mohd Hafiz Mohd Hanafiah,Norzuwana Sumarjan,Zurinawati Mohi,Didi Sukyadi,Karim Suryadi,Pupung Purnawarman,2016-10-26 Heritage Culture and Society contains the papers presented at the 3rd International Hospitality and Tourism Conference IHTC2016 2nd International Seminar on Tourism ISOT 2016 Bandung Indonesia 10 12 October 2016 The book covers 7 themes i Hospitality and tourism management ii Hospitality and tourism marketing iii Current trends in hospitality and tourism management iv Technology and innovation in hospitality and tourism v Sustainable tourism vi Gastronomy foodservice and food safety and vii Relevant areas in hospitality and tourism Heritage Culture and Society is a significant contribution to the literature on Hospitality and Tourism and will be of interest to professionals and academia in both areas **Strategic Aspects of Indian Pharmaceutical Industry** Dr. Sandeep Tare,2018-09-14 In this chapter researcher goes through the history over all development of Indian pharmaceutical industry constitution structure and challenges in front of Indian pharmaceutical industry as a whole and regulatory frame work Producing pharmaceuticals is complex requiring reliable high quality supply of raw materials technical expertise stable supply of electricity gas and other utilities In addition to that adequate supply of human resources with PhD level scientist process regulatory expertise with an absolute infrastructure to produce pharmaceutical s overall These all means available now but when the first Indian pharmaceutical company M s Bengal Chemical and Pharmaceutical Works which is still exists today as one of 5 governments owned drug manufacturers appeared in Calcutta Now KOLKATA *Marketing Strategy: A Decision Focused Approach* Orville Walker,2005-02-24 Marketing Strategy 5 e is a flexible short paper back text which can be used on its own or packaged with a case book It covers the concepts and theories of creating and implementing a marketing strategy and offers a focus on the strategic planning process and marketing s cross inter functional relationships This book helps the student integrate what they have learned about analytical tools and the 4Ps of marketing within a broader framework of competitive strategy Social Media for Fashion Marketing Wendy K. Bendoni,2020-08-06 Social Media for Fashion Marketing uses cutting edge case studies and detailed interviews to show how the business of fashion is changing in the digital landscape Bendoni BendoniStyle also considers the psychological impact of being a hyper connected consumer and the generational gaps in social media communication Using academic research alongside her 25 years of fashion marketing experience Bendoni offers a clear picture of the changing narrative of storytelling social confirmation digital nesting and how to use data to shape a brand s online presence With practical and critical thinking activities to hone your skills into professional practice this is the ultimate guide to social marketing promotion SEO branding and communication Featured topics Rules of Digital Storytelling Rethinking Gamification Strategic Digital Marketing The Role of Citizen Journalists The Social Media Looking Glass World of

Influencer Marketing Visual Consumption Economy Global Perspective of Social Media Marketing Research Joseph F. Hair, Robert P. Bush, David J. Ortinau, 2003 Arts Management Carla Stalling Walter, 2025-12-31 Providing a comprehensive introduction to arts and cultural management this textbook incorporates new insights from technological innovations such as artificial intelligence AI to its popular practical approach to helping learners understand how to build and grow an arts organization With practical case studies throughout this book also includes coverage of key contemporary topics such as diversity equity sustainability inclusion and access to the arts This new edition retains the valuable array of interdisciplinary insights while enhancing the focus on culturepreneurs in the age of AI The result is a book which will be core reading for many learners of arts and cultural management around the world **Strategic Marketing** David W. Cravens, Nigel Piercy, 2006 Strategic Marketing 8 e by Cravens and Piercy is a text and casebook that discusses the concepts and processes for gaining the competitive advantage in the marketplace The authors examine many components of a market driven strategy including technology customer service customer relationships pricing and the global economy The text provides a strategic perspective and extends beyond the traditional focus on managing the marketing mix The cases demonstrate how real companies build and implement effective strategies Author David Cravens is well known in the marketing discipline and was the recipient of the Academy of Marketing Science's Outstanding Marketing Educator Award Co author Nigel Piercy has a particular research interest in market led strategic change and sales management for which he has attracted academic and practitioner acclaim in the UK and USA Advertising and Promotion George Edward Belch, 2004 Marketing Management Rajiv Lal, John A. Quelch, V. Kasturi Rangan, 2005 Marketing Management Text and Cases 1 e includes a new collection of cases from Harvard Business School HBS sets the standard for effective case writing and teaching and provides here the latest cases in Marketing Management **A Preface to Marketing Management** J. Paul Peter, James H. Donnelly, 2003 Preface to Marketing Management can be used in a wide variety of settings Integrating E commerce topics throughout as well as analyses of proven teamwork techniques and strategies this flexible and concise book provides the reader with the foundations of marketing management while allowing room for the instructor to use outside readings Web research and other resources to build knowledge **Strategic Management** Herbert Sherman, Daniel James Rowley, Barry R. Armandi, 2006 Strategic Management An Organization Change Approach examines the art and science of strategic management in businesses and other organizations Working from an established theoretical base this new work discusses practical applications of various strategic management philosophies while focusing on strategy as organizational change Sherman Rowley and Armandi outline specific strategies and tactics that managers can use to maximize not only productivity but also satisfaction in their human organizations In an interactive and approachable manner Strategic Management analyzes the importance of an organization's internal and external environment explains how to develop an organizational mission vision values and goals identifies human level vs corporate level strategy choices and offers advice on

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