

# Principles of Marketing 2e

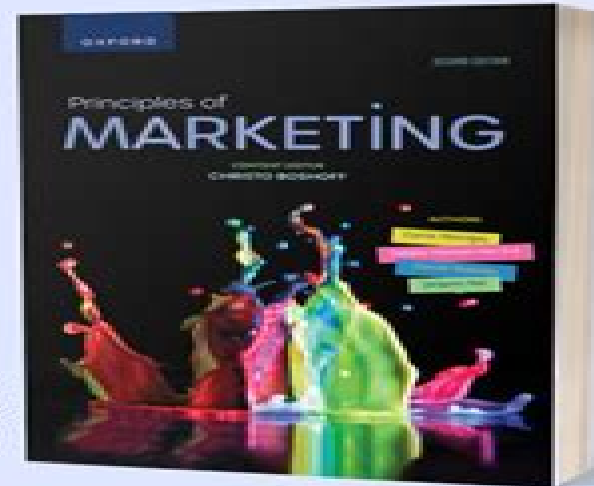
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**Contributors:** Debbie Human-van Eck, Daniel Madiuku, Corné Meintjes and Jacques Nel

*Principles of Marketing 2e* is a streamlined textbook which covers the basic concepts of marketing in a practical manner. Students are encouraged to develop real marketing skills with the aid of useful tools in the textbook and online.

The new edition expands on the South African focus with local examples and case studies. There is also additional information on the South African consumer, ethical practices in marketing and an emphasis on communicating customer value.

- QR codes link the theoretical aspects to articles and studies to enhance the learning experience.



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# Se Tests Marketing 2e

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will consist of questions which will require detailed answers There will be a choice and candidates will be required to answer four questions from this section

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a Meaning of stakeholder types Internal shareholder employee and employer meaning of each and External stakeholders supplier creditor government and society meaning of each differences between internal and external stakeholders

b Expectations of employers owners and managers employees creditors and suppliers government and society from a commercial organization

**2 Marketing and Sales**

a Marketing Meaning and objectives of marketing Difference between marketing and sales

b Product and service Meaning and difference between a product and a service with examples

c Pricing Meaning and objectives

d Advertising and Sales promotion Advertising meaning importance of advertising merits and demerits difference between advertising and publicity Advertising Agency meaning and functions only Social advertising media Concept and examples only Sales promotion meaning and techniques difference between advertising and sales promotion

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1. This book is structured into several chapters, namely:

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- Chapter 3: Se Tests Marketing 2e in Everyday Life
- Chapter 4: Se Tests Marketing 2e in Specific Contexts
- Chapter 5: Conclusion

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