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# THE MARKETING AUDIT WORKBOOK

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Charles R. Macdonald



*Institute for  
Business Planning*

# Marketing Audit Workbook

**Patricia H. Fisher, Marseille M. Pride**

A red circular graphic with a gradient, appearing as a stylized arrow or a partial circle, located to the right of the authors' names.

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your organization      *BSBMKG515A Conduct a Marketing Audit - Student Workbook* Innovation & Business Industry Skills Council, Limited, 2010-06-01      **Marketing Audit Handbook** Aubrey Wilson, 2005-12-03 This title offers practical assistance to marketing and sales departments Aubrey Wilson seeks to guide the reader out of long term formal strategies and jargon into a more straightforward analysis of how to get the most from the marketing audit The handbook includes a guide to key marketing audit questions and practical solutions guidance on how to identify no cost and low cost marketing and sales techniques and detailed checklists backed up with examples and case histories to illustrate application This text brings together tools checklists and techniques to enable the reader to put together internal marketing audits that are applicable to any organization It is accompanied by a free CD ROM      Marketing Briefs: A Revision and Study Guide Sally Dibb, 2012-08-21 Complementing Dibb and Simkin's established reputation in their field this text presents a punchy overview of the leading 50 themes of marketing each concisely summarized for revision purposes or quick learning While appealing primarily to students undertaking marketing exams many practitioners will also find this glossary of current marketing hard to resist The title builds on the earlier works of Dibb and Simkin whose Houghton Mifflin text *Marketing Concepts and Strategies* is the current business school market leading text in the United Kingdom while their Thomson Learning text *The Marketing Casebook Cases and Concepts* has just been revised and is the most widely used marketing casebook From understanding customers branding and positioning relationship marketing social responsibility through to value based marketing and one to one marketing this book covers all the issues the modern marketer must address The text itself is organized into short structured chapters the Briefs each including Core definitions A bulleted key point overview Thorough yet concise explanation of the concept and primary issues Illustrative examples A selection of examination style case essay and applied questions Recommended further reading and sources Together these offer a rounded concise and topical appreciation of each theme within a clear and accessible framework designed to aid revision Also included are revision tips and golden rules for tackling examinations specimen examination papers with answer schemes and a full glossary of key marketing terms      Marketing Workbook for Nonprofit Organizations: Mobilize people for marketing success Gary John Stern, 1990 Don't just wish for marketing results get them If marketing seems too commercial or too complex or if your current efforts aren't delivering results this book is for you With this helpful guide you can create a simple usable marketing plan designed to get results Since its first edition in 1990 the Marketing Workbook has helped thousands like you use marketing to reach the people you want to help and attract the money and support your organization deserves Now this updated second edition offers an easy to follow five step process to create an effective marketing plan provides an expanded resources section including Internet examples and includes web wisdom to help you set reasonable web goals build an on line reputation and learn about the possibilities and pitfalls of web promotion Use it to be sure you have the right services to meet people's needs reach the audiences you want with a message that motivates people to respond and make a strong impact in

your community and beyond This book will guide you through each stage of the marketing process You ll learn how to link marketing with strategic planning set goals and evaluate your success conduct a marketing audit using the Six Ps of Marketing position your organization in a unique niche and develop a marketing plan and promotional campaign Plus you also get 27 proven promotional techniques dozens of tips for writing and design a sample marketing plan a case study of how one nonprofit implemented their plan and much more Get the Marketing Workbook and start putting the power of marketing to work in your organization     Blueprint for Your Library Marketing Plan Patricia H. Fisher,Marseille M. Pride,2006 In these challenging times libraries face fierce competition for customers and funding Creating and implementing a marketing plan can help libraries make a compelling case and address both issues attracting funding and customers by focusing on specific needs But where and how do you start     *The Marketing Planning Workbook* Sally Dibb,Lyndon Simkin,John Bradley,1996 A clear systematic approach to marketing planning which outlines the main features of planning techniques and strategies and presents a step by step guide to the ways you can determine market objectives and develop a plan for their implementation and control     Marketing Plans Malcolm McDonald,2007 A handbook for marketing planning     *Marketing Information Guide* ,1969     *The Marketing Director's Role in Business Planning and Corporate Governance* Gerald Michaluk,2008-07-31 Corporate governance is a hot topic as is the need for marketing to operate at board level But no one has yet brought the two issues together This book changes that Gerald Michaluk builds on the latest research to help marketing directors incorporate marketing systems and best practice into a board s decision making process Michaluk outlines marketing s key role in alerting the board to market conditions that merit adjustment of the corporate strategy thus ensuring that strategy is based on sound intelligence and grounded in market reality The book is illustrated with examples from a host of top companies as well as interviews with their CEOs and CMOs     **Study Guide and Workbook :**  
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