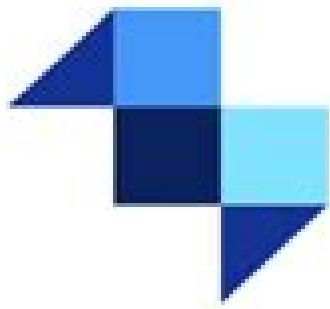




Marketing Accountability Standards Board

MARKETING METRIC ACCOUNTABILITY PROTOCOL

10 Characteristics of an Ideal Metric

1. **Relevant** – addresses specific (pending) action
2. **Predictive** – accurately predicts outcome of (pending) action
3. **Objective** – not subject to personal interpretation
4. **Calibrated** - means the same across conditions/cultures
5. **Reliable** – dependable & stable over time
6. **Sensitive** – identifies meaningful differences in outcomes
7. **Simple** – uncomplicated meaning & implications clear
8. **Causal** – course of action leads to improvement
9. **Transparent** – subject to independent audit
10. **Quality Assured** – formal/on-going processes to assure 1-9

Marketing Research Metric

Nigel Bradley



Marketing Research Metric:

Marketing Metrics Paul W. Farris, Neil T. Bendle, Phillip E. Pfeifer, David J. Reibstein, 2006-04-18 Few marketers recognize the extraordinary range of metrics now available for evaluating their strategies and tactics In *Marketing Metrics* four leading researchers and consultants systematically introduce today's most powerful marketing metrics The authors show how to use a dashboard of metrics to view market dynamics from various perspectives maximize accuracy and triangulate to optimal solutions Their comprehensive coverage includes measurements of promotional strategy advertising and distribution customer perceptions market share competitors power margins and profits products and portfolios customer profitability sales forces and channels pricing strategies and more You'll learn how and when to apply each metric and understand tradeoffs and nuances that are critical to using them successfully The authors also demonstrate how to use marketing metrics as leading indicators identifying crucial new opportunities and challenges For clarity and simplicity all calculations can be performed by hand or with basic spreadsheet techniques In coming years few marketers will rise to senior executive levels without deep fluency in marketing metrics This book is the fastest easiest way to gain that fluency

Marketing Metrics Paul W. Farris, 2010 In this thoroughly updated and significantly expanded book four leading marketing researchers show exactly how to choose the right metrics for every challenge The authors show how to use marketing dashboards to view market dynamics from multiple perspectives maximize accuracy and triangulate to optimal solutions You'll discover high value metrics for virtually every facet of marketing promotional strategy advertising and distribution customer perceptions market share competitors power margins and pricing products and portfolios customer profitability sales forces and channels and more This edition introduces essential new metrics ranging from Net Promoter to social media and brand equity measurement Last but not least it shows how to build comprehensive models to support planning and optimize every marketing decision you make Publisher description

Marketing Research: Tools and Techniques Nigel Bradley, 2013-03-07 Balancing theoretical and practical elements of marketing research and showing students how to implement research themselves this book covers the traditional principles and skills involved in marketing research such as primary and secondary research sampling analysis reporting and presentation

Marketing Metrics Christina Inge, 2022-09-03 Stop feeling overwhelmed by data and start using it to its full potential to create an agile and forward looking strategy that enables customer centric marketing builds your brand and develops product strategies Many brands talk about creating a marketing strategy powered by data analytics and metrics Yet too often they're still overwhelmed by data or unsure of how to use it to create a flexible and future focused strategy that doesn't just validate what's happened in the past *Marketing Metrics* takes readers through all the stages of implementing a data first strategy from early stage adoption to more advanced customization Featuring examples from a range of organizations including Coca Cola and Mercedes Benz it shows how to create a strategy which leverages consumer data for customer centric marketing establishes the ROI of channels and

campaigns strengthens brands and creates data driven product strategies Covering the range of new global laws that impact consumer privacy and data collection and usage Marketing Metrics shows how to use data in a non invasive secure and ethical way Also showing how to communicate critical data to the right stakeholders and the skills of the data savvy marketer this is a clear and jargon free guide to creating a future focused and data powered marketing strategy *Study Guide to Marketing Metrics* Cybellium,2024-10-26 Designed for professionals students and enthusiasts alike our comprehensive books empower you to stay ahead in a rapidly evolving digital world Expert Insights Our books provide deep actionable insights that bridge the gap between theory and practical application Up to Date Content Stay current with the latest advancements trends and best practices in IT AI Cybersecurity Business Economics and Science Each guide is regularly updated to reflect the newest developments and challenges Comprehensive Coverage Whether you re a beginner or an advanced learner Cybellium books cover a wide range of topics from foundational principles to specialized knowledge tailored to your level of expertise Become part of a global network of learners and professionals who trust Cybellium to guide their educational journey www.cybellium.com

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Marketing Value Metrics Malcolm McDonald,Peter Mouncey,Stan Maklan,2014-10-03 This second edition of Marketing Accountability now transformed to Marketing Value Metrics introduces and guides readers through a metrics model developed at the renowned Cranfield School of Management that not only shows how marketing systematically contributes to shareholder value but also provides a metrics based framework for developing and implementing marketing strategies that are measurable and accountable Malcolm McDonald Stan Maklan and Peter Mouncey introduce strategic marketing planning and then describe in detail the key steps in the modelling process as well as

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