

INDUSTRIAL MARKETING RESEARCH

Management and Technique

Nicholas A. H. Stacey and Aubrey Wilson

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Marketing research of agricultural enterprises: theoretical and practical aspects Mazur K., Babyna O., Babyn I., Germaniuk N., Harbar Z., Harbar V., Hontaruk Y., Bondarenko V., Krasnyak O., Kubai O., Kvaterniuk A., Lohosha R.,2022-05-26 In the current conditions of global transformation the role of managing the marketing activities of agricultural enterprises is growing An essential element of effective business is the understanding and use of the concept of marketing in the management of agricultural enterprises The quality of marketing activities in management is decisive as it determines the highly profitable rhythmic activities of the enterprise Studies of agricultural enterprises in Ukraine confirm that the introduction of marketing although becoming more widespread but not yet fully used all existing forms of marketing management That would ensure the competitiveness of agricultural enterprises adaptation to constant changes in the environment and market conditions the stability of economic conditions The success of any agricultural enterprise depends not only on the financial results of its activities but also on the proper organization of marketing activities and the flexibility of the management system because under market conditions the company s management needs market reviews purchasing

power research sales forecasting calculations of the effectiveness of product advertising Management which does not keep up with the dynamic changes inside the enterprise and in the external environment leads to the death of ideas and makes the agricultural enterprise incapable of adaptation and further development and marketing is an integral part of the enterprise The scientific basis of management of economic development of agribusiness entities is revealed in the works of Ukrainian economists V Andriychuk I Balanyuk I Grishova M Malik P Sabluk A Tretyak O Shpykulyak and other scientists Theoretical issues of strategic management are covered in the scientific works of M Albert O Amosov I Ansoff J Zavadsky M Meskon G Minzberg G Mostovoy G Odintsova M Porter A Thompson A Fayol and other domestic and foreign authors Theoretical foundations of marketing management became the subject of research by G Armstrong L Balabanova O Varchenko A Voychak O Hudzinsky P Doyle G Kaletnik S Kamilova F Kotler J J Lamben I Litovchenko L Naumova M Oklander O Osnach P Ostrovsky A Pavlenko I Reshetnikov M Sakhatsky I Solovyov O Chirva O Shpychak many other domestic and foreign scientists Theoretical developments and practical recommendations of these scientists have formed a common methodological basis for marketing management of agricultural enterprises However research on the management of marketing activities of agribusiness entities is not sufficiently systematic and complete In the practice of domestic agricultural enterprises there are a number of shortcomings that reduce the effectiveness of marketing activities These include chaotic use of certain elements of marketing reduction of marketing functions only to stimulate the sale of goods food focus on the short term lack of flexibility and ignorance of consumer demand To solve these problems it is necessary to develop measures to promote the sale of products through the formation of a system of sales support and development of agri food market infrastructure which would cover the district and regional levels In these conditions the role of marketing activities of agricultural enterprises and the need to develop recommendations for the organization and development of marketing tools in agro industrial production at the enterprise and regional levels which determines the relevance of this study The results of the presented research in the monograph are made within the initiative of the Department of Agrarian Management and Marketing of Vinnytsia National Agrarian University Development of the concept of marketing management of agricultural enterprises state registration number 0122U002111 for 2022 2024

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The Handbook of Marketing Research Rajiv Grover,Marco Vriens,2006-06-23 The Handbook of Marketing Research comprehensively explores the approaches for delivering market insights for fact based decision making in a market oriented firm

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The Handbook for Market Research for Life Sciences Companies Jean-Francois Denault, 2017-09-19 As innovation moves from the lab to the market a new research phase begins for the entrepreneur the market research phase Inspired by a new technology that can change the world critical questions need to be addressed Is there a market for my innovation Who are my clients What do they need Is my innovation filling that gap in the market Who are my competitors How are they approaching the market If these questions are unanswered entrepreneurs meet potential investors or partners with only a basic understanding of their market The objective of this book is to fill this gap It is a practical manual that gives entrepreneurs real world advice and tools to build a solid market model The book provides tips models and tools entrepreneurs can use to collect interpret and present their market and integrate it into their business plan What the entrepreneur learns in this book will help him throughout his journey After going over the market research process he will learn how to design and use a number of market research tools and how to adapt them in a life science context From building a web survey to preparing interviews to doing your own secondary research this handbook will help him gain a comprehensive understanding of how to perform his own market research activities and how to analyze his data Finally a number of frameworks such as the TAM SAM SOM as well as the KANO Model are described so that he can efficiently share what he has learned using models that simply yet effectively shares findings

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