

UNIV. OF CONNECTICUT MKTG 3101
INTRODUCTION TO MARKETING MANAGEMENT
CHAPTER 4 NOTES

NOTES:

- **Observed Research:** Gathering primary data by observing relevant people, actions, and situations
- **Ethnographic Research:** A form of observational research that involves sending trained observers to watch and interact with consumers in their "natural environments"
- **Survey Research:** Gathering primary data by asking people questions about their knowledge, attitudes, preferences, and buying behaviors
- **Experimental Research:** Gathering primary data by selecting matched groups of subjects, giving them different treatments, controlling related factors, and checking for differences in group responses
- **Focus Group Interviewing:** Personal interviewing that involves inviting small groups of people to gather for a few hours with a trained interviewer to talk about a product, service, or organization. The interviewer "focuses" the group discussion on important issues
- **Online Marketing Research:** Collecting primary data through internet and mobile surveys, online focus groups, consumers tracking, experiments, and online panels and brand communities
- **Online Focus Group:** Gathering a small group of people online with a moderator to chat about product, service, or organization, and gain qualitative insights about consumer attitudes and behaviors
- **Behavioral Targeting:** Using online consumer tracking data and analytics to target advertisements and marketing offers to specific consumers/ consumer groups
- **Sample:** Segment of population selected for marketing research to represent the population as a whole
- **Customer Relationship Management (CRM):** Managing detailed information about individual consumers and carefully managing customers touch points to maximizing customer loyalty

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