#### Marketing strategies among small and medium sized companies in the Pollog region

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#### Abstract

Marketing strategies, being an integral part of the large family of functional strategies play a major role in attaining and sustaining competitive advantage in the contemporary business environment. This is totally understandable having in mind the immense importance of marketing in general and its elements, mainly the 4P's and the 7P's. Aside from this, there is a large body of knowledge proving that marketing and strategic marketing contribute greatly to strategy and strategic management. The paper strives to provide an analysis of the level of implementation and obstacles to the implementation of marketing strategies by small and medium sized companies operating in the Pollog region. As the results show, the companies in this region lack behind the developed world when it comes to the creation and implementation of marketing strategies, but on the other hand are not reluctant to learning and enabling members of their staff to gain appropriate knowledge on marketing strategies and later contribute for an improved future by supporting the management/owners in drafting and implementing marketing strategies, of course always having in mind the concrete situations these companies function in, and the capacities they possess.

Keywords: marketing, strategy, SME's, Pollog region

#### 1. Literature review

Critics of formal planning systems argue that we live in a world in which uncertainty, complexity, and ambiguity dominate, and in which small chance events can have a large and unpredictable impact on outcomes. In such circumstances, they claim, even the most carefully thought-out strategic plans are prone to being rendered useless by rapid and unforeseen change. In an unpredictable world, there is a premium on being able to respond quickly to changing circumstances and to alter the strategies of the organization accordingly (Hill, Jones, 2010, p.21).

Tab.1. Alternative definitions on strategy (Aziri&Nedelea, 2013, pp.6)

Author	Definition
Weaver	Tourism is the sum of the phenomena and relationships arising from the interaction among tourists, business suppliers, host governments, host communities, origin governments, universities, community colleges and non-governmental organizations, in the process of attracting, transporting, hosting and managing these tourists and other visitors.
Veblen	Tourism, then, is a form of leisure which demarcates the classes from one other and separates the enriched life from the ordinary person. Certainly, if Veblen were still alive, he would argue that exotic travel functions as a conspicuous display of wealth, and constitutes a class-identifying activity
Hunziker, Craft	The sum of the phenomena and relationships arising from the travel and stay of nonresidents, insofar as they do not lead to permanent residence and are not connected with any earning activity

# <u>Marketing Planning Strategies A Guide For Small Or</u> <u>Medium Sized Companies</u>

Paul, Biswajit, Poddar, Sandeep

# **Marketing Planning Strategies A Guide For Small Or Medium Sized Companies:**

**Marketing Strategy for Small- to Medium-Sized** Marketing Planning Strategies Craig S. Rice, 1984 Manufacturers Charles E. France, 2013-04-23 Does this sound familiar You ve tried to grow your business but have produced less than desired results You ve learned that your working capital cash flow financial ratios and overall profitability are insufficient to afford the costs of needed sales marketing and promotional strategies typically called for to find and develop new customers markets and products It's very common that company executives do not follow generally accepted basic business practices such as knowing product costs and margins obtaining strategically useful information about customers conducting market research to identify prospective customers and understanding competitors advantages and disadvantages needed to build effective growth strategies Based on 21 case studies and 126 reviews of manufacturers sales and marketing practices this book explains the common pitfalls so many companies experience and it offers common sense practicable and affordable step by step how to s for cost and profitability analyses on products and customers It will help you find prospective new customers conduct smart market research and decipher and use competitor intelligence It also provides guidelines for determining the best combination of sales coverage for inside outside sales and independent reps and for estimating the cost to implement sales marketing promotional and growth strategies A Planning Guide for Small and **Medium Size Wood Products Companies** Jeffrey Lynn Howe, 2005 **Business Information Sources** Lorna M. Daniells, 1993 This is the reference work that librarians and business people have been waiting for Lorna Daniells supdated guide to selected business books and reference sources Completely revised with the best most recent information available this edition contains several new sections covering such topics as competitive intelligence economic and financial measures and health care marketing Handbooks bibliographies indexes and abstracts online databases dictionaries directories statistical sources and periodicals are also included Speedy access to up to date information is essential in the competitive computerized business world This classic guide will be indispensable to anyone doing business research today **Effective** Advertising Strategies for Your Business Cong Li, 2014-08-01 As the media landscape has evolved over the past few years especially with the emergence of interactive and social media the philosophy of advertising is significantly changing Most businesses realize that the days when they relied on three national networks ABC NBC and CBS and a few national newspapers to advertise are gone thus they begin to find alternatives to standardized advertising Many of them begin to adopt more individualized advertising approaches empowered by Internet technologies This book outlines three fundamental strategies of advertising standardized targeted and individualized It describes each strategy in detail and discusses the pros and cons of each The importance of collecting consumer insights and incorporating those insights into advertising messages are also highlighted Although a few high technology companies such as Google Facebook and Amazon are showing success in delivering individualized advertising messages to consumers this approach including both personalization and customization

is not suitable for all businesses No single strategy is absolutely more effective than the others however inside you are given a real strategy based on a scrutiny of the value proposition of the business and expectations of consumers Small and Medium-Sized Enterprises Edith Olejnik, 2014-01-27 With growing international business small and medium sized enterprises SMEs have been faced with increased competition but also with enhanced opportunities Edith Olejnik addresses four major issues within the context of SMEs internationalization process First she identifies the three different internationalization patterns that SMEs take and analyzes how these patterns develop over time Second she looks at dynamic changes of foreign operation modes and the managerial reasons for these changes Third she derives an empirical classification of smaller family firms and profiles them using a comprehensive set of organizational variables Fourth she investigates the relationship between firm level processes and dynamic capabilities in driving the international performance of SMEs Based on theoretical considerations and empirical analyses this work provides important implications for research and management practice Marketing Plans for Services Malcolm McDonald, Pennie Frow, Adrian Payne, 2011-09-26 The marketer is taken step by step through the key phases of the marketing planning process and alerted to the barriers that can prevent a service organization being successful in introducing marketing planning Practical frameworks and techniques are suggested for undertaking the marketing planning process and implementing the principles covered The authors highlight key misunderstandings about marketing and the nature of services and relationship marketing Publisher

Marketing and Sales Management Jean Herold,1988-03-15 Developing Financial Leadership in Small-Medium Businesses Stewart Barnes, Malcolm Prowle,2025-03-12 Many small medium enterprises SMEs are very small organisations comprising mainly single person and micro businesses but in the United Kingdom there are around 250 000 small medium businesses SMBs which are substantial businesses with turnovers of millions or tens of millions of pounds A key requirement for thriving SMBs is effective leadership throughout the organisation One crucial aspect which is often overlooked is that of financial leadership Financial management in SMBs is often seen as a technique based activity whereby finance staff have a limited role preparing annual financial accounts and disseminating financial information to key individuals in the organisation They may act reactively by responding to requests for specific financial information On the other hand strong financial leadership is proactive constructive and innovative and plays a critical role in ensuring that organisations stay financially adaptable and can build resilience and sustainability in today s fierce market The most effective financial leaders have a sophisticated and thorough understanding of their organisation s financial health and they make decisions grounded in financial realities to use that information in their communication to demonstrate the strategic connection between money mission and purpose This research volume asserts that understanding the importance of utilising robust financial management approaches and financial information in making business decisions and assessing business performance is the key This is especially relevant for SMBs as they can have a significant influence on countries economies It

will therefore be of interest to researchers academics practitioners and advanced students in the fields of leadership financial management entrepreneurship and strategy The Manager's Guide to Competitive Marketing Strategies, Second Edition Norton Paley, 1999-04-30 The ability to think strategically is permeating every level of successful organizations particularly among senior executives and line managers responsible for maintaining a competitive advantage for their products and services Above all Manager's Guide to Creative Marketing Strategies is a pragmatic examination of a 21st century manager The second edition of this popular book will update you on the latest techniques for developing competitive strategies It examines how to apply strategies and tactics in a confusing global mixture of hostile competitors breakthrough technologies emerging markets fickle customer behavior and diverse cultures You will gain practical information about what strategy is how competitive intelligence contributes to successful strategies and how to put it all together The book is an all in one resource for analyzing planning and developing competitive strategies a workbook with checklists and forms and a reference with numerous case histories Features Business Development For Dummies Anna Kennedy, 2015-04-20 Growing a small business requires more than just sales Business Development For Dummies helps maximise the growth of small or medium sized businesses with a step by step model for business development designed specifically for B2B or B2C service firms By mapping business development to customer life cycle this book helps owners and managers ensure a focus on growth through effective customer nurturing and management It's not just sales In depth coverage also includes strategy marketing client management and partnerships alliances helping you develop robust business practices that can be used every day You ll learn how to structure organise and execute an effective development plan with step by step expert guidance Realising that you can t just hire a sales guy and expect immediate results is one of the toughest lessons small business CEOs have to learn Developing a business is about more than just gaining customers it s about integrating every facet of your business in an overarching strategy that continually works toward growth Business Development For Dummies provides a model and teaches you what you need to know to make it work for your business Learn the core concepts of business development and how it differs from sales Build a practical step by step business development strategy Incorporate marketing sales and customer management in general planning Develop and implement a growth enhancing partnership strategy Recognising that business development is much more than just sales is the first important step to sustained growth Development should be daily not just when business starts to tail off or you fall into a cycle of growth and regression Plan for growth and make it stick Business Development For Dummies shows you how **Trade Promotion Strategies** Claude Cellich, 2012-01-13 New opportunities are emerging constantly as part of the globalization process creating new markets with new players and challenging current business practices Creating or exploiting opportunities on an individual basis is not the best practice it is much more productive and much less risky to participate in national Trade Promotion Programs designed and implemented with government assistance In recent years Trade Promotion Institutions have developed national strategies and new tools to

support the business sector helping enterprises to find new markets and trade opportunities What are these national strategies how are they designed and implemented Special attention is given to evaluation tools created to assess results and provide justification for investment expenditures Best practices will be considered and reviewed on the basis of selected countries having introduced innovative national trade promotion programs such as Finland Mauritius Mexico New Zealand Marketing Information Guide ,1957 Network Strategies for Regional Growth Martin Johanson, Heléne Lundberg, 2010-11-30 In many regions the current focus of the state is to initiate and stimulate the emergence of inter firm networks in order to produce growth This book takes a management perspective on the operations and processes in these networks and describes and analyzes how and why geographical proximity influences inter firm Sustainable Partnership and Investment Strategies for Startups and SMEs Paul, Biswajit, Poddar, Sandeep, 2024-04-15 Sustainable development is a bigger issue than it has ever been before The relationship between present needs and future imperatives defines our contemporary challenges especially within the realms of societal aspirations business enterprises startups and SMEs The dynamic nature of today's entrepreneurial landscape characterized by ceaseless challenges and constant change underscores the urgency to align strategies with the imperatives of sustainable development Sustainable Partnership and Investment Strategies for Startups and SMEs examines this issue and the intersection between sustainable development and the practical nuances of navigating the modern entrepreneurial landscape The book serves as a comprehensive scholarly source providing in depth insights into the challenges of formulating strategies for ventures within the framework of Sustainable Development Goals SDGs From no poverty to Partnerships for the Goals it scrutinizes the latest research theoretical frameworks and powerful approaches that lie at the heart of sustainable and responsible entrepreneurship Against the backdrop of a constantly evolving world the objective of the book comes to the forefront Today's business and entrepreneurial practices grapple with an ever changing environment demanding contemporary and flexible business and investment strategies Focusing on a select set of SDGs is not just a strategic imperative but a requirement for societal well being and enduring business success **Distribution Data Guide** ,1956

Resources,2021-08-27 Family owned businesses account for many of the small and medium sized enterprises that exist around the world in various industries Due to their unique make up these firms are often heavily influenced by family dynamics that must be reconciled by family and non family workers alike in order to ensure the sustainability of the business As smaller businesses competing against an increasingly globalized economy and more directly impacted by economic instability especially in the wake of the COVID 19 pandemic these businesses must continue to improve their practices and processes in order to not only survive but thrive The Research Anthology on Strategies for Maintaining Successful Family Firms discusses the strategies sustainability and human aspects of family firms in order to understand what sets them apart

from other businesses and how they can survive and compete in a globalized economy. This book discusses the unique dynamic brought by family firms that offers both opportunities and challenges for a growing business Covering topics such as corporate venturing the family unit and business ethics this text is an essential resource for family firms entrepreneurs managers business students business professors researchers and academicians **Evolving Strategies for** Organizational Management and Performance Evaluation Marcão, Ricardo, Santos, Vasco, 2025-02-11 In today s business landscape organizations recognize the importance of new strategies for effective management and performance evaluation Traditional approaches to leadership and performance assessments are no longer sufficient in addressing the complex challenges and opportunities presented by rapid technological advancements globalization and shifting workforce expectations As such organizations are adopting more adaptive data driven and employee centric strategies to improve performance foster innovation and ensure sustainable growth By embracing new methodologies in management and performance evaluation companies can better align their goals with emerging trends optimize productivity and create a more agile resilient organizational culture Evolving Strategies for Organizational Management and Performance Evaluation explores the evolving strategies and theories behind organizational management and performance evaluation It covers advanced management methodologies focusing on practical approaches to improving organizational structures and evaluating employee performance This book covers topics such as small and medium enterprises management science and employee performance and is a useful resource for business owners managers computer engineers academicians data scientists and researchers **Promotion Strategies for Design and Construction Firms** Vilma Barr, 1995-07-31 Promotion Strategies for Design and Construction Firms Design and construction firms have to market smarter to remain competitive in the economy of the 1990s It is more important than ever before to get the most out of marketing support and promotion budgets The fact is marketing and selling professional design and construction services can be more effectively and efficiently implemented with targeted promotion techniques smart media Design and construction firms of every size from regional specialists to major international multidisciplinary organizations have to adopt strategies that will differentiate their organization in the marketplace Promotion Strategies for Design and Construction Firms presents hundreds of viable ideas that are aimed directly at the bottom line Your firm can adapt from a wide selection of proven communications methods to build a persuasive and positive image utilizing sales letters publicity direct mail advertising public appearances brochures event sponsorship newsletters and other mediums Promotion Strategies for Design and Construction Firms provides clear accurate guidelines to plan implement and track a program that will yield the highest return on your investment of time and funds Become familiar with promotional options and learn to recognize quality in approach and implementation Focus on your firm's strengths and the decision makers you want to reach Pre sell to the marketplace by employing media that can effectively deliver the message of your firm's strengths and accomplishments Multiply the reach of the promotional activities

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