The Marketing Process: Creating and Capturing Customer Value



Marketing Creating Value For Customers

Noel Capon, Frank Go

Marketing Creating Value For Customers:

Marketing Gilbert A. Churchill, J. Paul Peter, 1998 Churchill and Peter are two of the most respected educators and researchers in the marketing discipline Their text has a strong theme of customer value and offers coverage of the most current topics relationship marketing technology IMC global marketing services and small businesses through extensive examples This concise text is less than 600 pages and is completely updated with all references from 1996 or later The extensive supplements package was thoroughly revised updated and reviewed by at least 3 marketing instructors to ensure The 4 A's of Marketing Jagdish Sheth, Rajendra Sisodia, 2012-04-23 The authors present a powerful and tested quality approach that helps managers see a business s every action through the eyes of its customers This approach is organized around the values that matter most to customers Acceptability Affordability Accessibility and Awareness Taken together these attributes are called the 4A s The 4A framework derives from a customer value perspective based on the four distinct roles that customers play in the market seekers selectors payers and users For a marketing campaign to succeed it must achieve high marks on all four A s using a blend of marketing and non marketing resources The 4A framework helps companies create value for customers by identifying exactly what they want and need as well as by uncovering new wants and needs For example none of us knew we needed an iPad until Apple created it That means not only ensuring that customers are aware of the product but also ensuring that the product is affordable accessible and acceptable to them Throughout this book the authors demonstrate how looking at the world through the 4A lens helps companies avoid marketing myopia an excessive focus on the product as well as managerial myopia an excessive focus on process In fact it is a powerful way to operationalize the marketing concept it enables managers to look at the world through the customer s eyes This ability has become an absolute necessity for success in today s hyper competitive marketplace The 4 A's of Marketing Jagdish N. Sheth, Rajendra Sisodia, 2012 The authors present a powerful and tested approach that helps managers see a business s every action through the eyes of its customers. This approach is organized around the values that matter most to customers Acceptability Affordability Accessibility and Awareness Taken together these attributes are called the 4A s The 4A framework derives from a customer value perspective based on the four distinct roles that customers play in the market seekers selectors payers and users For a marketing campaign to succeed it must achieve high marks on all four A s using a blend of marketing and non marketing resources The 4A framework helps companies create value for customers by identifying exactly what they want and need as well as by uncovering new wants and needs For example none of us knew we needed an iPad until Apple created it That means not only ensuring that customers are aware of the product but also ensuring that the product is affordable accessible and acceptable to them Throughout this book the authors demonstrate how looking at the world through the 4A lens helps companies avoid marketing myopia an excessive focus on the product as well as managerial myopia an excessive focus on process In fact it is a powerful way to operationalize the marketing concept it

enables managers to look at the world through the customer s eyes This ability has become an absolute necessity for success in today s hyper competitive marketplace Creating Customer Value Through Strategic Marketing Planning Edwin J. Niissen, Ruud T. Frambach, 2001 Creating and delivering superior customer value is essential for organizations operating in today s competitive environment This applies to virtually any kind of organization It requires a profound understanding of the value creation opportunities in the marketplace choosing what unique value to create for which customers and to deliver that value in an effective and efficient way Strategic marketing management helps to execute this process successfully and to achieving sustainable competitive advantage in the market place Creating Customer Value Through Strategic Marketing Planning discusses an approach that is both hands on and embedded in marketing and strategy theory This book is different from most other marketing strategy books because it combines brief discussions of the underlying theory with the presentation of a selection of useful strategic marketing tools The structure of the book guides the reader through the process of writing a strategic marketing plan Suggestions for using the tools help to apply them successfully This book helps students of marketing strategy to understand strategic marketing planning at work and how to use specific tools Furthermore it provides managers with a practical framework and guidelines for making the necessary choices to create and sustain competitive advantage for their organizations The Value Imperative Gautam Mahajan, 2018-11-13 The Value Imperative is about understanding and creating value to become more prosperous otain higher levels of success as a business and as a person and become a better executive manager and leader The book describes value and its creation a practitioner concept that encompasses all aspects of human endeavor and happiness and covers different aspects of value and how they impact you business society technology innovation and creativity and education The book demonstrates how to identify where value exists how it can be increased how it is destroyed and dissipated and how it can re emerge The author also describes the 6As required of successful executives Value Dominant Logic Gautam Mahajan, 2018-12-07 Increasing disruption diminishing returns and demanding customers require business leaders to create more value remain relevant and stay ahead of competition CEOs must evolve a value creation culture for the company in order to properly balance the interests of customers employees investors and the marketplace People who succeed succeed because they create value but they do so unconsciously Creating value consciously makes you create more value and destroy less value Doing something good or improving the well being of someone creates value You buy and re buy a product on a value basis Value dominant logic is relevant to all of us Value creation is used in all fields but is not well understood This book takes value creation to the next level showing how value is basic to human endeavor and is not focused on enough even when we try to create value Most books on value creation focus on creating monetary value for companies This book suggests that value is greatly created and enhanced by creating value for others To create value for customers one must first create value for the providers including employees suppliers and the society at large The goal is to improve the quality of life and well being This book

provides ways of implementing these thoughts and educates readers about value and how to create it 21st Century FMCG Consumer Marketing: Creating Customer Value by Putting Consumers at the Heart of FMCG Marketing Strategy Manal Haddad, 2016-01-27 An effective marketing strategy helps in aligning company goals to its strategies improve overall performance and perk up sales and revenues The evolving nature of consumer needs and requirements in the FMCG industry means that companies today have to completely overhaul their current marketing strategies and make it relevant to the current times This book will provide detailed insight into the thinking of today's consumers towards FMCG products The book will highlight the paradigm shift in consumer mindset that has created challenges and opportunities for the 21st century companies Fundamental issues risks and challenges will be looked into to provide answers to the three magical questions What s changed How to Adapt and What s Next Principles of Marketing Gary Armstrong, Stewart Adam, Sara Denize, Philip Kotler, 2014-10-01 The 6th edition of Principles of Marketing makes the road to learning and teaching marketing more effective easier and more enjoyable than ever Today's marketing is about creating customer value and building profitable customer relationships With even more new Australian and international case studies engaging real world examples and up to date information Principles of Marketing shows students how customer value creating and capturing it drives every effective marketing strategy The 6th edition is a thorough revision reflecting the latest trends in marketing including new coverage of social media mobile and other digital technologies In addition it covers the rapidly changing nature of customer relationships with both companies and brands and the tools marketers use to create deeper consumer Services Marketing K. Rama Moahana Rao, 2011 **The 4 A's of Marketing** Jagdish N. Sheth, 2012 involvement

Creating Value for Leaders Gautam Mahajan,2023-06-08 Creating value is the foundation of all business It s what sets you apart from your competition secures long term customers and brings distinct meaning to your brand and your stakeholders Without creating value for your business your unique offering will be seen as just another commodity in the eyes of your target market Creating value is in every business leader s vocabulary and uppermost in their overall strategy In fact creating value is the purpose of a company according to the Business Roundtable and the World Economic Forum That is another key reason why more people want to understand and utilise value creation for their benefit and the good of their stakeholders Many companies and leaders seek to create value but do not know how to As a result they create and destroy value unconsciously This book shows you how to create value consciously To create long term value organizations need to put in place the mindset capabilities and relationships that enable them to meet the needs of their customers and stakeholders This book makes value creation understood and used by executives and leaders more effectively The book describes value creation in its various nuances how it arises how it is used and the width and scope of value creation from how it impacts a company and how that company can become more successful by creating value for customers and other stakeholders The author also provides tips for CEOs managers HR and other professionals on how to succeed in value

creation as a long term strategy and in day to day work Numerous examples and case studies illustrate the points being made Marketing Philip Kotler, Suzan Burton, Kenneth Deans, Linen Brown, Gary Armstrong, 2015-05-20 The by the author ultimate resource for marketing professionals Today's marketers are challenged to create vibrant interactive communities of consumers who make products and brands a part of their daily lives in a dynamic world Marketing in its 9th Australian edition continues to be the authoritative principles of marketing resource delivering holistic relevant cutting edge content in new and exciting ways Kotler delivers the theory that will form the cornerstone of your marketing studies and shows you how to apply the concepts and practices of modern marketing science Comprehensive and complete written by industry respected authors this will serve as a perennial reference throughout your career Strategic Market Analysis Christine Strategic Market Management David A. Aaker, Christine Moorman, 2017-09-18 Strategic Market Moorman, 2018 Management helps managers identify implement prioritize and adapt market driven business strategies in dynamic markets The text provides decision makers with concepts methods and procedures by which they can improve the quality of their strategic decision making The 11th Edition provides students in strategic marketing policy planning and entrepreneurship courses with the critical knowledge and skills for successful market management including strategic analysis innovation working across business units and developing sustainable advantages Frameworks for Market Strategy Noel Capon, Frank Go, 2016-12-08 Frameworks for Market Strategy helps students understand how to develop and implement a market strategy and how to manage the marketing process Marketing activity is the source of insight on the market customers and competitors and lies at the core of leading and managing a business To understand how marketing fits into the broader challenge of managing a business Capon and Go address marketing management both at the business and functional levels The book moves beyond merely presenting established procedures processes and practices and includes new material based on cutting edge research to ensure students develop strong critical thinking and problem solving skills for success In this European edition Capon and Go have retained the strong framework of the book but have updated the cases examples and discussions to increase the book s relevance for students outside the USA Key features include A strong strategic focus teaching students how to analyze markets customers and competitors to plan execute and evaluate a winning market strategy Practical examples from a range of contexts allowing students to develop the skills necessary to work in for profit public or non profit firms Emphasis on understanding the importance of working across organizational boundaries to align firm capabilities Full chapters devoted to key topics including brand management digital marketing marketing metrics and ethical as well as social responsibilities Focus on globalization with a chapter on regional and international marketing Multiple choice discussion and essay questions at the end of each chapter Offering an online instructor s manual and a host of useful pedagogy including videos learning outcomes opening cases key ideas exercises discussion questions a glossary and more this book will provide a solid foundation in marketing management both for those who will work in marketing

departments and those who will become senior executives Handbook on Electronic Commerce Michael Shaw, Robert Blanning, Troy Strader, Andrew Whinston, 2000-05-16 The new digital economy has pronounced implications for corporate strategy marketing operations information systems customer service global supply chain management and product distribution This handbook examines most aspects of electronic commerce including electronic storefronts online business consumer interface business to business networking digital payment legal issues information product development and electronic business models An indispensable reference for professionals in e commerce and Internet business Value with Big Data Analytics Peter C. Verhoef, Edwin Kooge, Natasha Walk, 2016-01-08 Our newly digital world is generating an almost unimaginable amount of data about all of us Such a vast amount of data is useless without plans and strategies that are designed to cope with its size and complexity and which enable organisations to leverage the information to create value This book is a refreshingly practical yet theoretically sound roadmap to leveraging big data and analytics Creating Value with Big Data Analytics provides a nuanced view of big data development arguing that big data in itself is not a revolution but an evolution of the increasing availability of data that has been observed in recent times Building on the authors extensive academic and practical knowledge this book aims to provide managers and analysts with strategic directions and practical analytical solutions on how to create value from existing and new big data By tying data and analytics to specific goals and processes for implementation this is a much needed book that will be essential reading for students and specialists of data analytics marketing research and customer relationship management CIM 4 Stakeholder Marketing 2012 BPP Learning Media, 2012-06 A core text book for the CIM Qualification **Designing and Delivering Superior Customer Value** Art Weinstein, William C. Johnson, 2020-03-25 First Published in 1999 this book stresses the service aspects of an organization especially customer service marketing and organizational responsiveness and how to create and provide outstanding customer value to the target market s Social Business Models in the Digital Economy Adam Jabłoński, Marek Jabłoński, 2019-11-09 Filling a gap in the current literature this book addresses the social approach to the design and use of innovative business models in the digital economy It focuses on three areas that are of increasing importance to businesses and industry today social issues and sustainability digitization and new economic business models specifically the sharing and circular economies The authors aim to solve current scientific concerns around the conceptualization and operationalization of social business models addressing management intentions and the impact of these models on society Based on observation of social phenomena and the authors research and practical experience the book highlights best practices for designing and assessing social business models

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